

COUNTRY AIRCHECK

WEEKLY

February 10, 2014, Issue 383

This video has over **1 Million YouTube** views in less than 1 month!
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Road To CRS: Charlie Morgan Q&A

"The greatest radio gathering that exists" is how CRB board President **Charlie Morgan** describes CRS. And there aren't many – certainly not in Country radio – who would disagree with him. Here **Country Aircheck** catches up with him to find out how the **CRS 2014** agenda took shape, what he's most excited about and what a pretty big schedule change means for 2015.

CA: You've said there's a focus this year on "branded content." What does that mean and how does it tie-in to the keynote by media strategist **Gavin McGarry**?

CM: The last few years we've worked to find a unifying theme, but in each case it's also happened organically. In other words, the agenda committee didn't start by saying, "Here's this year's theme, let's backfill it with panels." It worked more from the ground up. We looked at topics that were important, speakers we were interested in and the issues attendees are facing. The idea became to stop being so concerned about distribution methods, both from label and broadcaster standpoints, and to recognize that our strength is that we create branded content.

We decided to quit putting digital on the side as one panel, but our intention wasn't to suggest that the distribution of content through AM and FM transmitters is not still primary and critical. It was to be more integrated in the way we look at other methodologies. This seminar is saying, "Hey, let's embrace [digital] and invite people in who can change our thinking." And that's where **Gavin McGarry** comes in – both as a guy who has

(continued on page 8)



Charlie Morgan

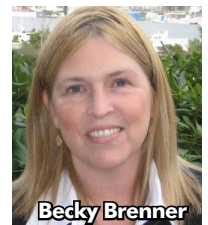


Big Mama's House: Valory's Brantley Gilbert with WNOE/New Orleans staffers after performing for a few lucky listeners at the House Of Blues last week. Pictured (l-r) Lindsey Luquette, Michelle Killian, Gilbert, Jeanne LaComb, Don Gosselin, Jennifer Luquette, Carol Hotard and (front) Nina Hazard.

Preview: A&O&B Seminar

Albright & O'Malley & Brenner will hold their **20th Annual Pre-CRS Seminar** Tuesday (2/18) in the Ford Theater at the Country Music Hall of Fame. **Becky Brenner** and **Mike O'Malley** let us in on what to expect.

Former WSIX/Nashville morning host **Gerry House** will lead an informal Q&A and introduce his new book, *Country Music Broke My Brain*. "I'm very interested in how he built his brand, and the kind of brand



Becky Brenner

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JENNIFER NETTLES ME WITHOUT YOU

"I'm pretty sure that anyone with offices near mine in the building is sick of me singing this at the top of my lungs since Jennifer was here this summer. Now it's been on repeat everywhere I go since I bought, yes BOUGHT, the album. **There is no voice like Jennifer's and this single highlights it. It's perfection.** And I love that this isn't a song about a woman being left or leaving that is depressing or hateful.

She's confident. She's ready to take on the world in this new life. I simply love it."

— Christi Brooks APD/MD KKBQ/Houston



A UNIVERSAL MUSIC COMPANY

REIGNING ACM ENTERTAINER OF THE YEAR

LUKE BRYAN

“Drink A Beer”



Capitol
RECORDS NASHVILLE

A UNIVERSAL MUSIC COMPANY

**Thank you, Country Radio,
for another #1! Still going strong!!!**

Can't wait to see you out on the *That's My Kind of Night* Tour!

extension that he's done over the years," says Brenner. "As a personality, Gerry House is bigger than life. And some of that is just his unique talents, and some is his ability to take those talents and use them in so many different directions. And I think it's valuable for radio people to understand that."



Mike O'Malley

Even with methodology changes from the advances in PPM and social media over the last several years, Brenner says the same principles apply. "Radio is all about relationships and community," she says. "So you still have to develop that kind of bond with your listeners, with the advertisers, with the community. And Gerry's done that his entire life."

Jacobs Media social media expert **Lori Lewis** will present "The Difference Between *Doing Social* and *Being Social*." It's important, Brenner says, because people have so many choices in methods of interaction, and radio needs to be in front of them. "Radio is an audio medium, so it would be great to have more phone calls on the air," she says. "But in order to get people to that stage, you have to be where they are, interacting with them in their world, and then inviting them to be a part of your world." The session will include techniques to forge a stronger bond with the listener, grow the audience and develop a new level of listener loyalty that will help grow ratings and revenue.

"Roadmap 2014" will reveal findings in A&O&B's annual listener study. "We'll give people some insights on what's trending in music, in the use of social media and in satisfaction levels with the current state of country," Brenner says.



"And then we will give stations some insights on how demographic trends have changed and what different direction they might need to go in at the station level."

"Make & Monetize Your Own Music Festival" will feature success stories from WBYT/South Bend, IN GM **Clint Marsh** and WQHK/Fort Wayne, IN GM **Jim Allgeier** and PD **Dave Michaels**. "Music events are great ways to connect with fans," O'Malley says. "We see corporations backing them for just that reason. Stations can not only connect but also make some good revenue. Federated Media's Ft. Wayne and South Bend teams have generously agreed to give us



PAGE THREE PIC

Ice Cream Social: Barbara Mandrell (second from r) feeds then-KOKE's Ron Tatar an ice cream sandwich while (l-r) Country Radio Hall-of-Famers Dr. Bruce Nelson (and his ex-wife Margaret, standing) and Joe Ladd avert their eyes at CRS, circa 1974. Have your own CRS memories to share? Send them to pagethreepic@countryaircheck.com.

a peek behind the curtain so attendees can see how two different revenue models might work for them."

Varnell Enterprises attorney **Jim Varnell** will lead "Negotiating Beneficial Contract Terms & Conditions." Having negotiated contracts for talent with many of the major radio and syndicate employers, Varnell will speak to getting what you want out of your next job or contract. "Whether you're selling or working on a contract, there's no downside to knowing how to negotiate," says O'Malley.

No pre-CRS seminar would be complete without music. "While all of these other things are so important, the music is magic," says Brenner. "We're very excited that **Republic Nashville** is our sponsor for the event and that they are bringing us the latest and greatest from the **Eli Young Band**."

The seminar, which runs 12:30 to 4:30, is free and open to anyone not working at a station that competes in a market with an A&O&B client. RSVP [here](#).

-Jess Wright

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TOP 15 CALLOUT IN 65% OF ALL CALLOUT AMERICA MARKETS

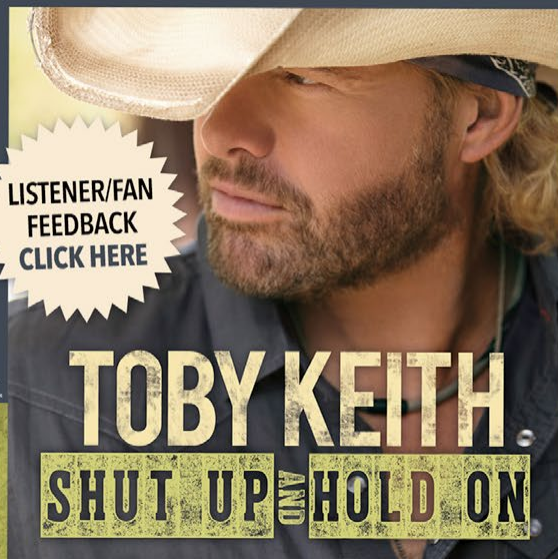
STRONG FAVORITE WITH LISTENERS AT CALLOUT AMERICA

#12 Adults 25-54 & #16 Favorite #7 Adult Females 25-54 & #17 Favorite

#19 Adult Males 25-54 & #15 Favorite

OVER 60 REPORTERS NOW PLAYING

Toby is testing TOP 15 at Callout with listeners in Kansas City, Omaha, Wichita, Atlanta, Columbia SC, Charlotte, Mobile, Pensacola, Philadelphia, Pittsburgh, Houston, Sacramento, Phoenix and Portland



LISTENER/FAN FEEDBACK CLICK HERE

TOBY KEITH

SHUT UP AND HOLD ON

BULLSEYE AUDIENCE RESEARCH



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- | | | |
|-------------------------|-------------------------|--------------------------|
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| 5/17 INDIANAPOLIS, IN | 7/11 AUSTIN, TX | 9/6 PITTSBURGH, PA |
| 5/30 WANTAGH, NY | 7/12 DALLAS, TX | 9/11 ATLANTA, GA |
| 5/31 HARTFORD, CT | 7/13 HOUSTON, TX | 9/12 TAMPA, FL |
| 6/14 CHICAGO, IL | 7/25 RALEIGH, NC | 9/13 WEST PALM BEACH, FL |
| 6/15 BONNER SPRINGS, KS | 7/26 CHARLOTTE, NC | 9/20 TORONTO, ON |
| 6/21 BOSTON, MA | 7/26 VIRGINIA BEACH, VA | 9/21 DETROIT, MI |
| | 9/4 DARIEN LAKES, NY | |

[CLICK HERE TO LISTEN](#)

THE DEBUT SINGLE FROM
COLE SWINDELL
CHILLIN' IT



NEARLY **1,000,000** DIGITAL TRACKS SOLD!

HIGHEST CHARTING DEBUT SINGLE OF 2014!

PLAYING TO SOLD OUT CROWDS ON THE
THAT'S MY KIND OF NIGHT TOUR!

DEBUT SELF-TITLED ALBUM

AVAILABLE FEBRUARY 18

POWER UP!

CAC **2** +167 SPINS | BB **3** +184 SPINS



Chart Chat

Congrats to **Luke Bryan, UMG/Nashville** and the entire **Capitol** promotion team on scoring this week's No. 1 with Bryan's "Drink A Beer." It's his ninth chart-topper.



Luke Bryan

More Jury On The Rayjoe

If you missed the last two weeks of excerpts from **Gerry House's** upcoming book *Country Music Broke My Brain*, check them out in the archives at countryaircheck.com. Today's is the final installment before our exclusive Q&A with House in next week's issue. Pre-order the book [here](#).



Gerry House

On Clint Black: My favorite Clint Black moment (and there are many) was when we wrote for one of his later albums. Clint lived across the field from my house. He and his fabulous wife, Lisa, were neighbors. When we met for dinner one night at a restaurant, I

told her she looked much different in person than she did through a telescope at night. She kinda laughed.

On Keith Urban: You haven't lived until you have dinner with Keith Urban and Nicole Kidman, by the way. We've done that a lot. We're friends. It's like walking into a restaurant with two aliens who glow like neon signs. Nashville is great for celebs because, for the most part, nobody attacks the stars. People are just so nice and let the aliens enjoy their salads. A lot of waves or "walk-bys" during dinner, but I understand how fans feel.

I want to stand up and announce, "Good evening, everybody. I'm over here having French fries with really big stars." I don't. But I'd like to.

On Darius Rucker: I like him a lot. I like his songs, I like his demeanor, and I like his sense of humor. I do not like the way Darius Rucker drives a golf cart. He's a menace to society and anyone within two fairways of him. When DR plays golf, he's a man on a mission. He's a fabulous swinger of the club and is ready to get on with it. If you happen to be along, please buckle up 'cause The Ruckster is gonna play some golf and move on.

On Rascal Flatts: Gary LeVox is, to me, the iPhone 5 of

OFF THE RECORD: JO DEE MESSINA



Jo Dee Messina

Dreambound's **Jo Dee Messina** gives an industry spin on the artist interview: **When I was younger there was no Country station** where I was, so I would listen to the Opry kind of stuff over AM when it would come in. There were a lot of Pop and Rock stations – I grew up in Boston – but I got all of my country music from stores.

The first time I heard myself on the radio was when WQYK/Tampa played me after we had gone to dinner with them the night before. I was in a hotel room, it was on the alarm clock radio and I was by myself. I called my mom and held the phone up to the radio. "Look, mom, they're playing me on the radio!" It never gets old. Every time I hear "Bring On The Rain" in Cracker Barrel or something, I get giddy like a kid.

My favorite road companions are my husband and my kids. My husband because I love him, and my kids because there is a wonder in everything they see. They're not like, "Oh my gosh, not another fair." They're like, "Look at the lights! Can we go on the rides?" They're just so enthusiastic and it brings a whole different perspective to every show.

My new album Me was a miracle in the making. I wanted to give people a voice so that they had a choice in what music would be a part of the record. It showed what love and support can get done, because it allowed the fans to select the material, be a part of backing the record, sing on the record, choose the title of the record, and it allowed me to record anything from country to pop to rock.

My road essential is Big Red. That's not the gum. It's the suitcase. She is always overweight, hard to maneuver, overpacked and overstuffed. I have stage clothes, pajamas and hang-around-the-bus clothes, and then I have workout clothes, interview clothes, plus hair and makeup and a blow dryer. She weighs a ton. And there's boots! They're wicked huge and heavy. So Big Red is the essential, she carries everything I need.

If I had to be stuck in any city other than home, it would be Vail, Colorado. Whenever I'm there it reminds me how awesome God is. I get the corny answer award.

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YEAH JOE NICHOLS

"NODDING" THIS WEEK:

KFKF, KJKE, KVOO, KUZZ, WYCD, WGAR, WNCY, WUBE, WRBT





SARA EVANS SLOW ME DOWN
 SLOW ME DOWN
 SLOW ME DOWN
 SLOW ME DOWN

140 MONITORED REPORTERS ALREADY PLAYING.
 GREAT SONG.
 FAMILIAR VOICE.
 PLAY IT MORE.



CHRIS YOUNG
 WHO I AM WITH YOU

EVERYONE
 WANTS TO
 FIND THIS
 PERSON.

ANOTHER
 HIT FOR
 CY.



THE FASTEST RISING SINGLE
 IN JAKE'S CAREER.

JAKE OWEN

BEACHIN'

SUMMER ALREADY STARTED...
 DON'T MISS IT.



MIRANDA
 LAMBERT

81 EARLY
 STATIONS

OFFICIAL
 ADD DAY

AUTOMATIC

2.18



singers. You just wonder how it works. I've been in studios and watched it. I've written songs with him and watched it. It just comes so effortlessly, it kind of makes you angry. Nobody should be able to sing like that with one tonsil tied behind his back. He is LeVox, i.e., "The Voice." If you listen closely to Gary sing, you'll notice he also uses all the notes. If the melody is near several other notes, by God, he'll sing those, too, just in case you want to hear every note close to the real note. If notes were people, he'd be China.

On dogs, cats and Brad Paisley: Brad Paisley is a cat. I tend to think of people as one or the other. Brad is friendly and smart and adorable, but he's a cat. I'm not saying he took a whiz in my closet, but I'm also not saying he didn't.

On breaking Paisley's "The World": I now had played "The World" several times. I'd come rockin' out of the news with this song at least once a day. Brad called me and said, "Hey, you think that's a hit? I think we're gonna go with that next." He was excited. I was excited. I'm certain there were powers-that-be at his label who were looking at the same decision. What I never told Brad the Cat or anybody is that I played "The World" by accident. I put his new CD into the player. I was gonna play his duet with Dolly, which was somewhere on the CD, but I always forgot to select that song. I was distracted or talking or reading the newspaper. So, I always played "The World," which just happened to be the first song on the album.

On Tony Brown: Now, Tony Brown has made hit after hit as a producer. Tony Brown played piano with Elvis. He produced Reba, George Strait, and Vince Gill. The list is astounding. Tony Brown recorded my (and Devon O'Day's) song for George Strait. It was called "The Big One." I was riding down West End Avenue when I heard a car honk, and Tony was in his Mercedes next to me. I rolled down the window and he shouted every songwriter's dream come true to me over the street noise, "HEY! GEORGE STRAIT IS GONNA CUT THE BIG ONE." Yes, I know. When you repeat that out loud, it sounds like George has gas, but it was still a heart-pounding pronouncement.

On Music Row: The day before, we'd spent hours slogging to one Russian government office after another, trying to get a visa to get out of Russia. It's no wonder Russia was in such trouble. Nobody cared, nobody worked, and nobody helped. It was a lot like Music Row the month before Christmas, except there were actually bottles of vodka sitting on desks. Empty vodka bottles.

MY TUNES: MUSIC THAT SHAPED MY LIFE



Patrick Thomas

Silverfish Media Dir./Programming and Big D & Bubba Exec. Producer **Patrick Thomas** discusses his most influential artists, concerts, songs and albums:

1. Flickerstick, *Tarantula*: This is probably my favorite album of all time and I'd be shocked if anyone else has even heard it. Brilliant vocals. Imaginative lyrics. Emotional guitar solos. Everything rock music in the 2000s was supposed to be (but seldom was).

2. Randy Rogers Band,

***Rollercoaster*:** My friend Brandy Reed told me for months that I would love this record. When I finally listened to it I was hooked immediately. I can still sing every line of every song and the fiddle solo in "This Time Around" is absolutely perfect. In fact, that might be my favorite track ever.

3. Smashing Pumpkins, *Siamese Dream*: This is the pinnacle of '90s rock music. It is the soundtrack to my life and I still hear something new and amazing every time I listen.

4. Reba McEntire, *Greatest Hits Volume Two*: As far as I'm concerned, from 1990-1995, everything Reba did was great. I still remember seeing her in Baton Rouge in 1994. I have seen about a thousand concerts since then, but I still remember her singing "Fancy" in that red dress from the balcony over the crowd like it was last night.

5. Brooks and Dunn, *Hard Workin' Man*: She Used To Be Mine" and "That Ain't No Way to Go" are still on my jukebox playlist every chance I get. I can't sing like Ronnie Dunn (not even close), but I belt those songs out at the top of my lungs and it feels great every time.

- **A highly regarded song or album you've never heard:** Arcade Fire, *Funeral*.
- **An "important" piece of music you just don't get:** Jam bands. Phish, The Grateful Dead, The String Cheese Incident, Widespread Panic. I like some of it in short bursts (Galactic, Blues Traveler), but I just never had the passion for it like a lot of my college friends did.
- **An album you played or listened to incessantly:** Keith Whitley, *Don't Close Your Eyes*. I literally wore through the cassette's tape.
- **One obscure or non-country song everyone should listen to right now:** Stephanie Lambring, "Rerun."

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Providence, Bakersfield, Raleigh, San Jose,
Columbus and Louisville.

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IN REAL
ROTATIONS!**

CA/MB 27 BB 27

JOSH THOMPSON
COLD BEER WITH YOUR NAME ON IT

**THE PERFECT
VALENTINE'S
DAY
REQUEST....**

**WHY
GOD
MADE
LOVE
SONGS**

**5 BIG
ADDS
TODAY!!**

JOEL CROUSE

**EARLY BELIEVERS
INCLUDE:**

WRNS WDAF WTGE KCYE WKIS SIRIUS-XM WUBL
KMPS KMLE KEYY WJVC KUPL WOGI KAJA KSOP
KRTY WGH WUSH WPAW KTST WWYZ WYRK WWGR
KHGE WGGY WPOR WHTT KXLY KAWO WGTY WQHK
WUSJ WKML KKIX

I guess it helps to have a little Stoli to get you through a busy workday in the Soviet Union. Come to think of it, that's also a lot like the Music Row offices.

On his return to radio after brain surgery: All my country music friends showed up to welcome me back. Vince Gill told me I was one of the few people who looked vastly improved after life-threatening surgery. Apparently, I need a long sleep in the hospital hooked up to a morphine drip to look rested. After a trip in the Morphinemobile, I also have a newfound understanding of Keith Richards.

Strait Through The West

George Strait's *The Cowboy Rides Away Tour* stopped in Phoenix Friday (1/7) and Los Angeles Saturday (1/8). **Martina McBride** opened both shows and joined Strait onstage for "Jackson" and "Golden Ring". See those performances [here](#) and [here](#). KNIX/Phoenix APD/MD/afternoon personality **Anthony Allen** says he is "disappointed that this is the end of an era. It was an honor to be there for George's final show in Phoenix." KJIM/Tucson PD **Buzz Jackson** calls it "timeless."



George Strait

News & Notes

Willie Nelson and **Alison Krauss & Union Station** featuring **Jerry Douglas** will co-headline 35 dates from May through July. The first will happen May 1 in Murray, KY. More [here](#).

Sony's **Angie Johnson** has joined the **Tennessee National Guard**, after her previous unit in the Missouri Air National Guard was decommissioned.

The *Grand Ole Opry* will celebrate 40 years at its current home at the **Grand Ole Opry House** beginning March 15 and continuing through its 90th anniversary Nov. 28. Performers for the March 15 show include **Blake Shelton, Miranda Lambert, Clint Black, Diamond Rio** and **Josh Turner**.

The Week's Top Stories

Full coverage at countryaircheck.com.

- Radio vet **Paula Young** joined Aloha Station Trust's **WFRE/Frederick, MD** as afternoon co-host alongside **Dave Conrad**. (2/10)

- Leighton Top 40 KCLD/St. Cloud, MN PD **JJ Holiday** added PD duties for sister Country **KZPK**. (2/10)
- **Cumulus** added *America's Morning Show* to 19 Nash-branded stations. (CAT 2/7)
- Radio vet **Randy Miller** joined D & H Media's **KWKJ/Warrensburg, MO** for mornings. (2/7)
- Former Classic Rock KSWD/Los Angeles morning host **Larry Morgan** joined Mt. Wilson's crosstown **KKGO** for mornings. (2/6)
- **Nielsen Audio** study says Country most-listened-to radio format in the U.S. (2/6)
- Songwriter and promo vet **Bart Allmand** joined **Big Loud Mountain Records** as VP/Radio Promotion. (2/5)
- **Warner Chappell/Nashville** VP/A&R **Steve Markland** joined **Downtown Music Publishing** in the same capacity. (2/5)
- **Clear Channel's** EVP/Integrated Music Marketing **Alissa Pollack** was named EVP/Music & Partner Integrations for **Premiere Networks**. (2/4)
- **Clear Channel** EVP/Strategic Partnerships **Michele Laven** was promoted to President/Partnerships & Local Activation. (2/4)
- **Warner Music Nashville** VP/Promotion **Kevin Herring** was promoted to SVP/Promotion and Dir./National Promotion **Kristen Williams** was promoted to VP. (2/4)

Road To CRS: Charlie Morgan Q&A

(continued from page 1)

some outside perspective, but also for some very specific tactics to incorporate in our every day work. (Keynote details [here](#).)

What are some agenda items you are particularly excited about?

One is the Little Big Town panel. (Details [here](#).) We've certainly had artists panels before, but this one has a perseverance theme. We all face challenges in our life and industries. So we decided to take an act who has really persevered and may not have taken the traditional path to the success they're currently enjoying. It's a different version of some star power.

I'm also looking forward to this year's CRS Research Presentation. (Details [here](#).) When we were talking about looking at the young end of the format, there was definitely some debate saying, "That could be interesting, but it's not where we live and this is still an adult format. So is that really meaningful and worthwhile?" From the snapshot I've seen, it's definitely going to

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LUCY HALE YOU SOUND GOOD TO ME

TOP 10 MOST ADDED!

NEW ADDS AT:
 KEGA/SALT LAKE CITY, KKQB/HOUSTON,
 KKWF/SEATTLE, KTST/OKLAHOMA CITY, KWOE/DENVER,
 WKMK/MONMOUTH, WKML/FAYETTEVILLE NC,
 WNOE/NEW ORLEANS, WRNS /GREENVILLE,
 WRNX/SPRINGFIELD MA, WYNK/BATON ROUGE,
 WZZK/BIRMINGHAM

SiriusXM
 BIGGER PICTURE
 DMC Nashville

grab people's attention. We're doing an actual perceptual, and that "follow them in their lives video."

When you took over as CRB board President last summer, what were some areas of the event that you thought needed attention, or could see growth?

I had the good fortune of coming into the organization when it was in a very good state. The financial situation is healthy, the relocation of the offices and sale of the building was helpful in putting it on even more solid ground. The board was well put together in that there had been a concerted effort to make sure that all constituencies had good representation. So it was not a turnaround project.

The challenge was to make sure we continued to evolve. That's what we've tried to do with some of the things we've talked about here. We're also going to gather our executive team in April and do some long-term strategic thinking to try to answer questions like, "What do we see the event looking like in five years?" "How do we make sure this even remains the greatest radio gathering that exists?" There's nothing like CRS in any other format, so we all feel an obligation to not only preserve it, but to keep compelling it forward.

It's becoming increasingly apparent that the Nashville Convention Center may be redeveloped into office, retail or even shopping space fairly soon. Do we know yet how that will affect CRS?

It's something we're going to take a look at when the executive committee gets together. The Renaissance and the NCC have been a great home, and the people have been fantastic partners for a long time. But they're even uncertain as to timelines and what that transformation will look like. It's certainly our goal to keep it in downtown Nashville. There are thoughts as to whether it could fit into one of the new hotels and whether the new convention center plays into it. There are some concerns about moving the event from a place we sort of own to a venue that's reminiscent of when it was at Opryland; when we were just one of many people who would be in there at that time.

Is it true that next year's event will move into Saturday?

Yes, and it's based on availability. I can't remember what the conflict was, but yes, next year, CRS will take place from Thursday through Saturday instead of Wednesday through Friday. It's kind of a return to the good old days – years ago it was a more a much more leisurely event and people sort of continued their weekend here. We



He Don't Dance: Curb's Lee Brice (c) with (l-r) 377 Management's Enzo DiVincenzo, the label's Mike Curb, Brice's wife Sara, the label's Taylor Childress and 377 Management's Haley McLemore after walking the Grammy red carpet.

eventually tightened it into a more compact, businesslike timeline to make sure we got all the participants that we wanted and needed. People were working harder than they ever had and many guarded their weekends. So, it was a response to the state of mind of the attendees then. We're hoping to have some fun with it next year. And I guess we'll see what impact it has. If people express a lot of positivity about it, we certainly reserve the right to hold to that schedule. But the move wasn't driven by a philosophical change.

See the CRS 2014 agenda and register for the event [here](#).

–Russ Pennell

Clarification: The lineup for CRS' "Radio And Records: Do You Know What I Do" panel previewed here last week (CAW 2/4) has been updated. Panelists now include WGH/Norfolk's **Mark McKay**, EMI Nashville's **Jimmy Rector**, KILT/Houston's **Bruce Logan** and Valory's **Amy Staley**.

CAC

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MAGGIE ROSE

"Our format needs more songs like this. An absolute freight train of a record that gets immediate reaction with each spin".
Scott Donato/WGTY

LOOKING BACK NOW

WHO SO FAR HAS HAD THE BALLS TO PLAY THIS RECORD:

KJKE • WGH • WNOE • WYNK • WMZQ • KMNB • WJVC • WPOC • WZZK
KUPL • WOGI • WDSY • KFRG • KAJA • KSOP • KEGA • KCYE • KRTY • WMIL
WUSH • WKMK • KTEX • WWGR • KHGE • WGGY • WXYC • WQMX • WRBT
WTHT • KXLY • WKSJ • WMAD • KJUG • WGTY • WQHK • WKML • KPLM

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Ready Set Roll

70 Reporting Stations & Counting

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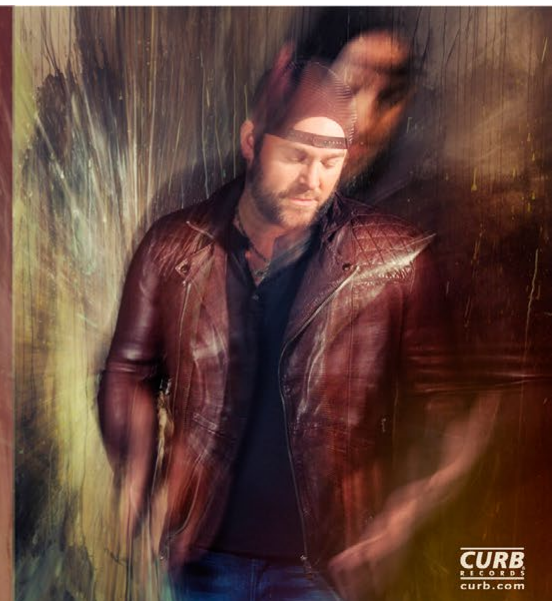
Kickstarted by SiriusXM

LW	TW	Artist/Title (Label)	Total Points	+/- Points	Total Plays	+/- Plays	Audience	+/- Aud	Stations	ADDS
2	1	LUKE BRYAN/Drink A Beer (Capitol)	24976	886	7368	263	60.148	2.31	148	0
4	2	COLE SWINDELL/Chillin' It (Warner Bros./WMN)	23767	599	7052	167	56.883	1.026	148	0
5	3	JASON ALDEAN/When She Says Baby (Broken Bow) ✓	23420	2096	6984	649	56.501	5.166	148	0
3	4	DAVID NAIL/Whatever She's Got (MCA)	22437	-794	6397	-366	54.273	-1.621	148	0
1	5	ERIC PASLAY/Friday Night (EMI Nashville)	21000	-3910	6106	-1237	48.849	-10.215	148	0
6	6	LADY ANTEBELLUM/Compass (Capitol)	20494	1507	6158	499	49.276	3.462	148	0
8	7	FRANKIE BALLARD/Helluva Life (Warner Bros./WAR) ✓	17367	2279	5109	665	41.974	5.82	145	0
7	8	THOMPSON SQUARE/Everything I Shouldn't Be... (Stoney Creek)	17157	1786	5186	576	40.986	4.583	147	1
10	9	BLAKE SHELTON/Doin' What She Likes (Warner Bros./WMN)	16704	1960	4892	591	41.81	5.879	148	0
9	10	DIERKS BENTLEY/I Hold On (Capitol)	16456	1702	4790	517	40.362	4.452	147	1
16	11	SCOTTY MCCREERY/See You Tonight (19/Interscope/Mercury)	15091	1753	4454	505	36.384	4.246	148	0
11	12	RANDY HOUSER/Goodnight Kiss (Stoney Creek)	15067	1215	4506	377	36.562	4.332	148	1
12	13	DANIELLE BRADBERRY/The Heart Of Dixie (Republic/Big Machine)	14390	538	4174	158	34.635	1.423	148	0
18	14	JERROD NIEMANN/Drink To That All Night (Sea Gayle/Arista)	12294	347	3521	187	28.394	1.156	145	0
20	15	ERIC CHURCH/Give Me Back My Hometown (EMI Nashville) ✓	12234	2269	3522	636	29.504	5.631	148	2
19	16	DAN + SHAY/19 You + Me (Warner Bros./WAR)	12101	1242	3585	398	28.299	3.044	146	3
21	17	RASCAL FLATTS/Rewind (Big Machine) ✓	11276	2159	3272	647	27.824	7.752	148	4
22	18	BRETT ELDREDGE/Beat Of The Music (Atlantic/WMN)	9817	1102	2888	335	23.275	3.144	131	1
23	19	BRAD PAISLEY/The Mona Lisa (Arista)	9717	1104	2877	316	23.287	2.996	143	1
14	20	JON PARDI/Up All Night (Capitol)	9453	-4141	2652	-1310	20.02	-12.356	148	1
25	21	THOMAS RHETT/Get Me Some Of That (Valory)	8985	872	2722	298	19.99	1.839	138	4
24	22	JUSTIN MOORE/Lettin' The Night Roll (Valory)	8819	632	2756	189	20.706	1.591	130	1
27	23	BRANTLEY GILBERT/Bottoms Up (Valory)	8527	1485	2578	479	17.625	3.354	138	17
26	24	KIP MOORE/Young Love (MCA)	7730	215	2243	37	18.251	1.035	139	3
28	25	CRAIG MORGAN/Wake Up Lovin' You (Black River)	7394	778	2277	227	15.495	2.357	137	4

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LEE BRICE
I DON'T DANCE


IMPACT DATE 2/18!



LW	TW	Artist/Title (Label)	Total Points +/-	Points Total	Plays +/-	Plays Total	Audience +/-	Aud Total	Stations	ADDS
31	26	📶 KEITH URBAN/Cop Car (Capitol)	7312	1447	2202	437	17.205	3.894	138	20
30	27	📶 JOSH THOMPSON/Cold Beer With Your... (Show Dog-Universal)	6143	156	1742	2	14.096	0.806	115	3
32	28	📶 TYLER FARR/Whiskey In My Water (Columbia)	5101	267	1533	117	9.228	0.763	135	4
34	29	📶 SARA EVANS/Slow Me Down (RCA)	4930	622	1456	192	8.102	0.927	131	2
36	30	📶 TIM MCGRAW/Lookin' For That Girl (Big Machine)	4477	1238	1302	346	8.573	2.489	107	14
35	31	📶 LITTLE BIG TOWN/Sober (Capitol)	3858	254	1179	74	6.88	0.459	112	0
38	32	📶 BILLY CURRINGTON/We Are Tonight (Mercury)	3525	344	1096	131	6.77	0.927	98	4
AIRBORNE		HUNTER HAYES/Invisible (Atlantic/WMN)	3465	-1004	1054	-304	7.046	-3.538	105	25
AIRBORNE		SHERYL CROW/Callin' Me When I'm Lonely (Warner Bros./WMN)	3454	215	924	64	5.927	0.566	93	4
Debut	35	📶 MIRANDA LAMBERT/Automatic (RCA) ✓	3422	3422	1019	1019	10.097	10.097	78	74
	45	📶 FLORIDA GEORGIA LINE f/L. BRYAN/This Is... (Republic Nashville)	3281	1131	884	309	7.151	2.374	82	32
	39	📶 LEAH TURNER/Take The Keys (Columbia)	3191	12	983	0	4.397	0.012	114	2
	40	📶 GEORGE STRAIT/I Got A Car (MCA)	2945	199	865	16	6.45	0.389	100	5
	42	📶 CHARLIE WORSHAM/Want Me Too (Warner Bros./WAR)	2808	297	792	70	6.828	1.407	85	1
	44	📶 CHRIS YOUNG/Who I Am With You (RCA)	2750	498	829	170	4.45	0.636	87	3
	41	AUSTIN WEBB/Slip On By (Streamsound)	2682	-14	886	-3	4.179	0.169	94	1
	43	📶 GARY ALLAN/It Ain't The Whiskey (MCA)	2375	59	845	24	3.445	-0.028	101	3
Debut	43	📶 JAKE OWEN/Beachin' (RCA)	2242	1278	631	369	4.426	2.245	71	8
	46	📶 AMERICAN YOUNG/Love Is War (Curb)	2031	7	707	1	2.439	0.091	94	0
	47	📶 WILL HOGE/Strong (Prospector/Crescendo)	1967	46	693	9	2.778	0.169	73	0
Debut	46	📶 JOE NICHOLS/Yeah (Red Bow)	1854	430	621	165	3.277	0.487	73	8
	48	📶 CRAIG CAMPBELL/Keep Them Kisses Comin' (Bigger Picture)	1842	27	596	9	4.693	0.484	67	3
	49	📶 CHASE RICE/Ready Set Roll (Dack Janiels/RPME)	1683	22	526	15	2.826	0.127	65	2
Debut	49	📶 ELI YOUNG BAND/Dust (Republic Nashville)	1678	1082	537	367	2.683	1.665	75	13
Debut	50	📶 THE CADILLAC THREE & FRIENDS/The South (Big Machine)	1584	118	542	50	1.854	0.056	72	1

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AMERICAN




YOUNG

LOVE IS WAR

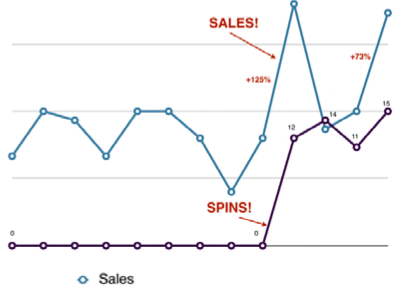
Tale of 2 cities
The proof is in the spins.
LOVE IS WAR SELLS!

Kansas City Spins vs Sales




Spins

Orlando Spins vs Sales



Spins



Country Aircheck Add Leaders

	Adds
MIRANDA LAMBERT /Automatic (RCA)	74
FLORIDA GEORGIA LINE f/ LUKE BRYAN /This Is How We Roll	32
HUNTER HAYES /Invisible (Atlantic/WMN)	25
KEITH URBAN /Cop Car (Capitol)	20
BRANTLEY GILBERT /Bottoms Up (Valory)	17
DARIUS RUCKER /Miss You (Capitol)	16
TIM MCGRAW /Lookin' For That Girl (Big Machine)	14
ELI YOUNG BAND /Dust (Republic Nashville)	13
JENNIFER NETTLES /Me Without You (Mercury)	12
LUCY HALE /You Sound Good To Me (DMG Nash/Bigger Picture)	12

Country Aircheck Top Point Gainers

MIRANDA LAMBERT /Automatic (RCA)	3422	✓
FRANKIE BALLARD /Helluva Life (Warner Bros./WAR)	2279	✓
ERIC CHURCH /Give Me Back My Hometown (EMI Nashville)	2269	✓
RASCAL FLATTS /Rewind (Big Machine)	2159	✓
JASON ALDEAN /When She Says Baby (Broken Bow)	2096	✓
BLAKE SHELTON /Doin' What She Likes (Warner Bros./WMN)	1960	
THOMPSON SQUARE /Everything I Shouldn't Be... (Stoney Creek)	1786	
SCOTTY MCCREERY /See You Tonight (19/Interscope/Mercury)	1753	
DIERKS BENTLEY /I Hold On (Capitol)	1702	
LADY ANTEBELLUM /Compass (Capitol)	1507	

Country Aircheck Top Spin Gainers

MIRANDA LAMBERT /Automatic (RCA)	1019
FRANKIE BALLARD /Helluva Life (Warner Bros./WAR)	665
JASON ALDEAN /When She Says Baby (Broken Bow)	649
RASCAL FLATTS /Rewind (Big Machine)	647
ERIC CHURCH /Give Me Back My Hometown (EMI Nashville)	636
BLAKE SHELTON /Doin' What She Likes (Warner Bros./WMN)	591
THOMPSON SQUARE /Everything I Shouldn't Be... (Stoney Creek)	576
DIERKS BENTLEY /I Hold On (Capitol)	517
SCOTTY MCCREERY /See You Tonight (19/Interscope/Mercury)	505
LADY ANTEBELLUM /Compass (Capitol)	499

Activator Top Point Gainers

MIRANDA LAMBERT /Automatic (RCA)	1140	✓
RASCAL FLATTS /Rewind (Big Machine)	915	✓
ERIC CHURCH /Give Me Back My Hometown (EMI Nashville)	850	✓
FRANKIE BALLARD /Helluva Life (Warner Bros./WAR)	802	✓
BLAKE SHELTON /Doin' What She Likes (Warner Bros./WMN)	777	✓
SCOTTY MCCREERY /See You Tonight (19/Interscope/Mercury)	672	
TIM MCGRAW /Lookin' For That Girl (Big Machine)	666	
LADY ANTEBELLUM /Compass (Capitol)	547	
KEITH URBAN /Cop Car (Capitol)	523	
BRANTLEY GILBERT /Bottoms Up (Valory)	496	

Activator Top Spin Gainers

MIRANDA LAMBERT /Automatic (RCA)	279
RASCAL FLATTS /Rewind (Big Machine)	220
FRANKIE BALLARD /Helluva Life (Warner Bros./WAR)	212
SCOTTY MCCREERY /See You Tonight (19/Interscope/Mercury)	191
ERIC CHURCH /Give Me Back My Hometown (EMI Nashville)	171
BLAKE SHELTON /Doin' What She Likes (Warner Bros./WMN)	164
TIM MCGRAW /Lookin' For That Girl (Big Machine)	149
JASON ALDEAN /When She Says Baby (Broken Bow)	122
LADY ANTEBELLUM /Compass (Capitol)	121
BRANTLEY GILBERT /Bottoms Up (Valory)	115

Country Aircheck Top Recurrents

Points

FLORIDA GEORGIA LINE /Stay (Republic Nashville)	13357
ZAC BROWN BAND /Sweet Annie (Atlantic/Southern Ground)	9371
ELI YOUNG BAND /Drunk Last Night (Republic Nashville)	9273
THE BAND PERRY /Don't Let Me Be Lonely (Republic Nashville)	8947
PARMALEE /Carolina (Stoney Creek)	8037
THOMAS RHETT /It Goes Like This (Valory)	7400
CASSADEE POPE /Wasting All These Tears (Republic Nashville)	7359
K. URBAN & M. LAMBERT /We Were Us (RCA/Capitol)	7178
JOE NICHOLS /Sunny And 75 (Red Bow)	6791
DARIUS RUCKER /Radio (Capitol)	6345

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COUNTRY AIRCHECK ACTIVITY

WILL HOGE/Strong (Prospector/Crescendo)

Moves 47-45*
1,967 points, 693 spins
No adds

JOE NICHOLS/Yeah (Red Bow)

Debut at 46*
1,854 points, 621 spins
8 adds: **KJKE, KUZZ, KVOO, WGAR, WNCY, WRBT, WUBE, WYCD**

CRAIG CAMPBELL/Keep Them Kisses Comin' (Bigger Picture)

Moves 48-47*
1,842 points, 596 spins
3 adds: **KASE, KCYE, WQDR**

CHASE RICE/Ready Set Roll (Dack Janiels/RPME)

Moves 49-48*
1,683 points, 526 spins
2 adds: **KASE, KWEN***

ELI YOUNG BAND/Dust (Republic Nashville)

Debuts at 49*
1,678 points, 537 spins
13 adds including: **KILT, KKBQ*, KTST, WDRM, WFUS, WGTY, WKSJ, WOGK, WPAW, WPRO**

THE CADILLAC THREE & FRIENDS/The South (Big Machine)

Re-entry at 50*
1,584 points, 542 spins
1 add: **WYCD**

LINDSAY ELL/Trippin' On Us (Stoney Creek)

1,501 points, 436 spins
1 add: **WGNA**

TOBY KEITH/Shut Up And Hold On (Show Dog-Universal)

1,190 points, 403 spins
No adds

ADD DATES

FEBRUARY 18

ERIC PASLAY/Song About A Girl (EMI Nashville)
GLORIANA/Best Night Ever (Emblem/WAR)
JJ LAWHORN/Good Ol' Boys Like Us (Average Joes)
LEE BRICE/I Don't Dance (Curb)
MIRANDA LAMBERT/Automatic (RCA)

FEBRUARY 24

None listed

MARCH 3

THE SWON BROTHERS/Later On (Arista)

CHECK OUT 2/10



Eric Church *The Outsiders* (EMI)

His fourth album intentionally challenges the rules of contemporary country music, according to its author. Church wrote or co-wrote all of the songs, including the title track. "I've always felt like an outsider, and I still feel that way," he says. And it's not just about him. The designation includes his band and his fans, too. "This is where we all get to stand up and say, 'We're here now. You could close the doors on us and brush us off before, but now we're coming through.'"



Frankie Ballard *Sunshine & Whiskey* (Warner Bros.)

Features his single "Helluva Life" as well as "Tell Me You Get Lonely," his first single, which was released in 2010. Includes 11 studio tracks and live acoustic versions of "Helluva Life," "Sunshine & Whiskey" and "Drinky Drink."

Feb. 18 **Cole Swindell** *Cole Swindell* (Warner Bros.)

Feb. 25 **Dierks Bentley** *Riser* (UMG)

Mar. 4 **Martina McBride** *Everlasting* (Blackbird/Kobalt)
David Nail *I'm A Fire* (MCA)
Eli Young Band *10,000 Towns* (Republic Nashville)

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FEBRUARY 19 - 21

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LW	TW	Artist/Title (Label)	Points	+/-	Points	Plays	+/-	Plays	Stations	Adds
1	1	📶 LUKE BRYAN/Drink A Beer (Capitol) <small>4th Week at No. 1</small>	9242	-38	2138	1	51	0		
2	2	📶 COLE SWINDELL/Chillin' It (Warner Bros./WMN)	8616	91	1983	26	51	0		
3	3	📶 LADY ANTEBELLUM/Compass (Capitol)	8454	547	1930	121	51	0		
4	4	📶 JASON ALDEAN/When She Says Baby (Broken Bow)	8334	439	1945	122	51	0		
6	5	DAVID NAIL/Whatever She's Got (MCA)	7190	-493	1631	-131	46	0		
5	6	ERIC PASLAY/Friday Night (EMI Nashville)	7086	-625	1625	-193	45	0		
7	7	📶 DIERKS BENTLEY/I Hold On (Capitol)	6911	230	1626	68	51	0		
8	8	📶 THOMPSON SQUARE/Everything I Shouldn't Be... (Stoney Creek)	6166	244	1364	65	46	0		
9	9	📶 DANIELLE BRADBERY/The Heart Of Dixie (Republic/Big Machine)	5970	129	1328	37	50	0		
13	10	📶 FRANKIE BALLARD/Helluva Life (Warner Bros./WAR) ✓	5933	802	1365	212	50	0		
15	11	📶 BLAKE SHELTON/Doin' What She Likes (Warner Bros./WMN) ✓	5814	777	1344	164	50	0		
16	12	📶 SCOTTY MCCREERY/See You Tonight (19/Interscope/Mercury)	5696	672	1317	191	48	0		
14	13	📶 RANDY HOUSER/Goodnight Kiss (Stoney Creek)	5429	335	1249	93	49	0		
17	14	📶 JERROD NIEMANN/Drink To That All Night (Sea Gayle/Arista)	4650	380	1099	60	50	0		
21	15	📶 ERIC CHURCH/Give Me Back My Hometown (EMI Nashville) ✓	4630	850	1083	171	52	0		
18	16	📶 BRAD PAISLEY/The Mona Lisa (Arista)	4595	370	1065	109	50	0		
19	17	📶 JUSTIN MOORE/Lettin' The Night Roll (Valory)	4240	328	954	71	47	0		
20	18	📶 DAN + SHAY/19 You + Me (Warner Bros./WAR)	4222	433	927	100	47	1		
23	19	📶 RASCAL FLATTS/Rewind (Big Machine) ✓	4027	915	936	220	50	1		
22	20	📶 BRETT ELDREDGE/Beat Of The Music (Atlantic/WMN)	3610	457	861	99	51	1		
10	21	JON PARDI/Up All Night (Capitol)	3594	-2193	777	-524	38	0		
24	22	📶 THOMAS RHETT/Get Me Some Of That (Valory)	3504	431	791	108	50	2		
25	23	📶 KIP MOORE/Young Love (MCA)	3134	270	684	55	46	2		
26	24	📶 KEITH URBAN/Cop Car (Capitol)	3090	523	744	112	50	2		
27	25	📶 BRANTLEY GILBERT/Bottoms Up (Valory)	2791	496	617	115	49	3		
28	26	📶 CRAIG MORGAN/Wake Up Lovin' You (Black River)	2214	134	489	35	39	1		
36	27	📶 TIM MCGRAW/Lookin' For That Girl (Big Machine)	2080	666	473	149	37	3		
29	28	GEORGE STRAIT/I Got A Car (MCA)	1982	-52	448	-16	30	0		
30	29	📶 TYLER FARR/Whiskey In My Water (Columbia)	1974	3	453	4	43	2		
31	30	LITTLE BIG TOWN/Sober (Capitol)	1713	-33	358	-2	28	0		

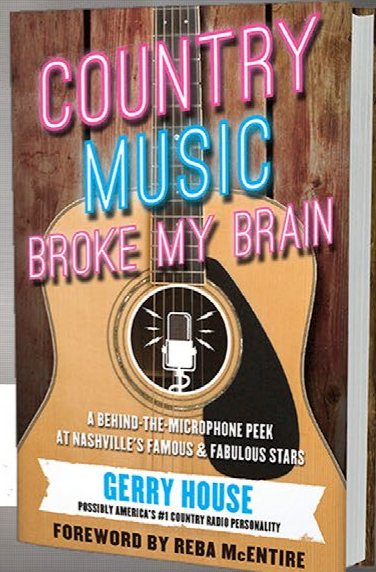
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COUNTRY MUSIC BROKE MY BRAIN

BY GERRY HOUSE



GERRY HOUSE

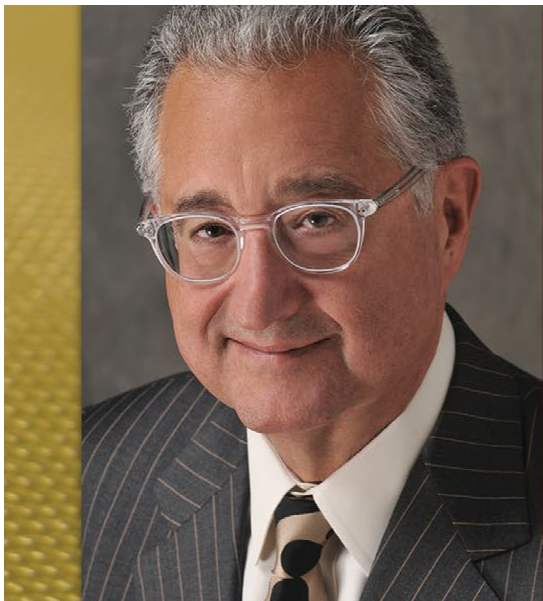


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LW	TW	Artist/Title (Label)	Points	+/-	Points	Plays	+/-	Plays	Stations	Adds
32	31	JOSH THOMPSON /Cold Beer With Your Name On It (Show Dog-Universal)	1667	-54	389	-7	35	0		
34	32	BILLY CURRINGTON /We Are Tonight (Mercury)	1658	184	381	40	30	1		
35	33	SARA EVANS /Slow Me Down (RCA)	1614	172	346	48	33	2		
38	34	HUNTER HAYES /Invisible (Atlantic/WMN)	1522	442	327	88	33	7		
39	35	CHRIS YOUNG /Who I Am With You (RCA)	1228	163	276	32	22	0		
43	36	FLORIDA GEORGIA LINE f/ LUKE BRYAN /This Is How We Roll (Republic Nashville)	1215	415	320	90	30	8		
Debut	37	MIRANDA LAMBERT /Automatic (RCA) ✓	1140	1140	279	279	23	14		
42	38	LEAH TURNER /Take The Keys (Columbia)	1136	166	232	26	28	2		
37	39	GARY ALLAN /It Ain't The Whiskey (MCA)	1059	-66	218	-12	21	0		
41	40	AUSTIN WEBB /Slip On By (Streamsound)	989	-25	199	0	25	0		
45	41	ELI YOUNG BAND /Dust (Republic Nashville)	941	377	216	88	24	3		
40	42	TOBY KEITH /Shut Up And Hold On (Show Dog-Universal)	940	-87	219	-18	19	1		
51	43	JOE NICHOLS /Yeah (Red Bow)	615	278	157	50	13	2		
47	44	CHARLIE WORSHAM /Want Me Too (Warner Bros./WAR)	504	34	92	7	9	1		
53	45	JAKE OWEN /Beachin' (RCA)	500	208	162	58	18	4		
48	46	DYLAN SCOTT /Makin' This Boy Go Crazy (Sidewalk)	406	-30	121	-8	9	0		
46	47	KACEY MUSGRAVES /Follow Your Arrow (Mercury)	396	-104	82	-31	9	0		
49	48	AMERICAN YOUNG /Love Is War (Curb)	385	13	81	4	14	0		
55	49	EASTON CORBIN /Clockwork (Mercury)	351	104	98	27	11	2		
52	50	THE CADILLAC THREE & FRIENDS /The South (Big Machine)	330	-4	100	0	11	0		
50	51	SHERYL CROW /Callin' Me When I'm Lonely (Warner Bros./WMN)	324	-28	78	-5	17	0		
56	52	OUTSHYNE /Moonlight Crush (Millstar)	290	53	66	12	10	0		
54	53	CRAIG CAMPBELL /Keep Them Kisses Comin' (Bigger Picture)	278	25	62	4	6	0		
58	54	DARIUS RUCKER /Miss You (Capitol)	260	52	67	15	8	2		
57	55	SKYLAR ELISE /Gypsy Soul (Sugar Money)	221	-6	43	-2	5	0		
60	56	JO DEE MESSINA /Peace Sign (Dreambound)	214	32	58	8	4	0		
Debut	57	AARON WATSON /July In Cheyenne (HTK)	202	93	32	11	2	0		
Re-Enter	58	WILL HOGE /Strong (Prospector/Crescendo)	173	26	47	6	10	0		
59	59	TY HERNDON /Lies I Told Myself (FUNL/Flying Island)	161	0	24	0	1	0		
Re-Enter	60	BUSH HAWG /Crushin' (RCA)	159	-6	26	-1	1	0		

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