Reps & Radio: Best Venues
Region by region, label promotion road warriors are covering shows, working with radio and artist teams to facilitate listener activations, coordinate meet-and-greets and strengthen connections. And some settings are better than others.

Starting in the Northeast, the travelogue begins on the shores of Lake Winnepasaukee. There, the Bank of New Hampshire Pavilion (formerly Meadowbrook) has an other-worldly backstage setup. “They started small 10-12 years ago by adding a restaurant,” says Columbia’s Cliff Blake. “Then they expanded to accommodate more semis. Musicians and crews love the homey-ness. It’s fun to watch a group of grown men playing in a tree house – the sign says ‘no girls allowed.’” An homage to the Berenstain Bears, perhaps.

(continued on page 8)
SHANIA
WE GOT SOMETHING THEY DON’T

FROM THE
#1 SELLING
ALBUM
NOW

TOP 5 MOST ADDED
22 1ST WEEK STATIONS
LAUREN ALAINA

THE ONLY FEMALE TO SCORE TWO #1 SINGLES ON BILLBOARD AND MB CHARTS THIS YEAR

#1 SINGLE “ROAD LESS TRAVELED”

#1 SINGLE “WHAT IF’S” KANE BROWN FEATURING LAUREN ALAINA

“There is a reason Lauren Alaina manages to stay on top of mind...and that’s her powerhouse, honey-toned vocals that meld timeless twang with a modern sass.”

- ROLLING STONE
WDSY/Pittsburgh morning host Bill “Broadway” Bertschinger discusses his most influential music:

1. Smashing Pumpkins: My first concert ever. I used to be kind of a hippy, so I slipped into my cords and band t-shirt and took it all in. This grew my love of music tenfold. Up to this point I thought I wanted to do computer networking. This show changed that.

2. Eminem: I saw him a few times in Detroit. If you haven’t seen him feed off the energy in his hometown, you have not seen him.

3. Merle Haggard: I saw him on his final tour. He was a legend. One hundred years from now, his name will still be used, his music referenced. I don’t own a single album of his, but I knew that concert was special.

4. Eric Church’s “Lightning”: I just love this song. It’s somber, but what a great story. A guy tries to rob a convenience store so he can feed his family. The guy ends up shooting the clerk and gets sentenced to death. If I ever get another chance to interview Eric I want to ask him whatever happened to the family.

5. Florida Georgia Line’s “Here’s To The Good Times”: I love it start to finish. I was working at WKIS/Miami when they released “Cruise.” I knew it was gonna be big, but did any of us really know it would be that big? People are still buying it. It shows you the lasting effect of music.

• Highly regarded music you’ve actually never heard: Sturgill Simpson and Jason Isbell. I played both of them when I was on WBCT/Grand Rapids. Dave Taft gave me the freedom to do that. But I was tracked so I never actually heard the songs.

• “Important” music you just don’t get: [Current] rap. Some of it’s good, but most of it is garbage. When I was on WSNX/Grand Rapids 15 years ago it was so much better. Eminem, Nelly, Outkast. Rap now is simply [about] money and sex.

• An obscure song everyone should listen to incessantly: Eric Church’s Carolina. Still his best stuff in my book.

• Music you’d rather not admit to enjoying: Justin Bieber. I have a playlist for when I run and 10 of those 30 songs are from The Biebs.

A few acts have scheduled multiple shows over weekends at Meadowbrook. “Luke Bryan calls it summer camp,” says Capitol’s Annie Sandor. After shows, venue staff light a fire pit and serve s’mores. An open bar, lobster feast and chowder are also standard. Blake offers “lobster lessons” to those unfamiliar with cracking shells. Townsquare WQNY/Pittsburgh PD Matty Jeff has a long history with the venue going back to his days at WSNX/Portland, ME. “Don’t forget about the grilled cheese and tomato sauce to dip it in,” he says, noting food is just part of the area’s appeal. “We used to set up a pre-party outside and in 2005 I remember being there early seeing Tim McGraw ride by on a motorcycle just checking out the little town.” Blake sums, “In this day and age of mass-produced, generic venues, here’s an independent one off in the middle of the woods. I hear they are adding a waterpark.”

Closer to his current situation, Jeff has fallen in love with the Saratoga Performing Arts Center. Designed for the local symphony, it sports one of the few balconies found at an outdoor venue. Like Meadowbrook, Jeff says it’s a great venue to build a weekend around. “Five minutes from the venue are quaint shops and restaurants. There’s horse racing and you’re in the middle of a giant national park. Lots of history there.” Reviver SVP Bob Reeves vouches for the history. “I grew up nearby and we used to play Frisbee in the park,” he says. “One toss came close to a couple and a tall, lanky guy picked up our disc and threw it back. It was James Taylor and Carly Simon having a picnic before their show that night.” Valory GM George Briner also speaks fondly of Saratoga. “You’re surrounded by the park and Mother Nature,” he says, though not completely bucolic. “I remember getting in a golf cart with Justin Moore and crossing the highway to get to a parking lot tailgate. It was dangerous. He said, ‘Are you trying to kill us?’”

Staying in New York, there’s Bethel Woods, which was built on the site of the original Woodstock. With a lush lawn and loads of green space, the amphitheater is nestled in the woods and build-
MAX SPINS NOW
THOMAS RHETT UNFORGETTABLE
#2 CA/MB - #2 BB

BRANTLEY GILBERT
THE ONES THAT LIKE ME
#32 CA/MB - #34 BB
SINGLE STREAMS UP 5% - 9 MILLION STREAMS TD

DELTA RAE
no peace in quiet

New Music Video - CLICK HERE

JUSTIN MOORE
REASONS TO CELEBRATE:
SOMEONE ELSE WILL
#1 IN MEDIABASE & BILLBOARD
JUSTIN MOORE (SELF TITLED)
RIAA PLATINUM ALBUM
OUTLAWS LIKE ME
RIAA PLATINUM ALBUM
OFF THE BEATEN PATH
RIAA GOLD ALBUM
BAIT A HOOK
RIAA PLATINUM SINGLE

Single Sales up 31%
Rhett Akins

I’m such a history buff and sports fan – and before radio tour, I’d never been out of Georgia. So I remember sneaking onto the field at Notre Dame and Ohio State with my record rep. And we drove two hours out of our way to go to Woodstock. I stole a rock from the ground there. I still have it.

Every time I’m at a truck stop, I pick up a Coke and a pack of Red Man chewing tobacco. That’s why I’m so healthy.

I’d love to have dinner with Mick Jagger. He’s my all-time hero. I got to meet him when the Stones played Nashville two years ago. He’s such a health nut … I don’t think he eats anything except fish, and drinks water. But I’d go with whatever Mick wanted.

My last impulse buy was probably a phone charger. I think someone’s sitting at a computer somewhere going, “It’s been 30 minutes, his phone needs to die.”

The most redneck thing I’ve done lately is, I took my two-year-old granddaughter Willa riding on my camouflaged four wheeler to fill the fish and deer feeders on my farm. I kind of turned my head while she ate raw corn out of the deer feeder. I thought it was funny. I only let her do it for a second!

I have to have my headache powders with me on the road – either BC or Goody’s. I’ve learned to buy them by the case because they don’t sell them outside the south. The first time I went to LA, a store clerk asked if he could help me. I said, “Yeah I’m looking for some Goody’s.” He said, “The whole store is full of goodies – potato chips, candy bars …”

My least favorite interview question was always “How’d you get started?” That’s such a long, detailed answer. Do I start when I was 12 or 20? I know what Thomas Rhett’s least favorite question is: “What was it like growing up with your dad?” (laughs) But now they’re asking me, “What’s it’s like being Thomas Rhett’s dad?”

Chart Chat

Congrats to Luke Combs, Steve Hodges, Shane Allen and the Columbia and River House teams on securing this week’s No. 1 with “When It Rains It Pours.” The song is Combs’ second chart-topper from his debut album This One’s For You. Songwriters are Ray Fulcher, Jordan Walker and Combs.

And kudos to Arista’s Josh Easler and team on landing 28 adds for Brad Paisley’s “Heaven South,” topping this week’s board.

This Kiss: WKIS/Miami staff and friends at the eighth annual Kiss 99.9 Stars and Guitars concert (10/29). Pictured (l-r) are BMLG Records’ Liz Santana, the station’s Tim Conlon, BMLGR’s Brett Young, the station’s Rob Morris, Mercury’s Easton Corbin, Mercury’s Jack Christopher, Valory’s Justin Moore and Ashley Sidoti, River House/Columbia’s Luke Combs, Columbia’s Leslie Silver and RCA’s Kane Brown and Elizabeth Sledge.
Thank You Country Radio for the TWO WEEK #1!
News & Notes
Stoney’s Rockin’ Country’s Chris Lowden and artist Tony Jackson’s “solidarity event” (10/4) raised more than $41,000 for the Las Vegas Victims Fund. Performers included Jackson, Carter Winter, Justin Holmes, Matt Farris, Scotty Alexander, Mark MacKay and Dylan Schneider. Donate here.

Country Music Hall of Fame member Randy Travis has signed with 117 Publicity for exclusive PR representation.

Former The Voice contestant Meghan Linsey has signed with Agency3 Public Relations for publicity. Her new album, Bold Like A Lion, will be released Nov. 3.

The Bellamy Brothers have added stops in South Africa, Namibia and Sri Lanka to the Let Your Love Flow Tour and announced 2018 dates. The duo will release their autobiography Let Your Love Flow: The Life and Times of The Bellamy Brothers in 2018.

BMI is bringing its How I Wrote That Song series to the Wailea Beach Resort Dec. 1 as part of the third annual BMI Maui Songwriters Festival. The series will be moderated by SiriusXM’s Storme Warren and feature performances by Jon Pardi, Lee Thomas Miller, Heather Morgan, Wendell Mobley, Luke Dickand and Ashley McBryde. More here.

The annual Music Business Association (Music Biz) conference will remain in Nashville through 2020. As previously reported (CAT 5/19), Music Biz 2018 will be held May 14-17 at the Omni Nashville Hotel. Music Biz 2019 and 2020 will be May 5-8, 2019, and May 11-14, 2020, at the JW Marriott Nashville.

Icon Entertainment Group’s Bill and Shannon Miller and Merle Haggard’s family will open the Merle Haggard Museum and Merle’s Meat + 3 Saloon at 121 Third Ave. South in Nashville next summer.

Q&A: WMN’s Kristen Williams
(continued from page 1)

When we sat down in Espo’s office, he explained the vision for this (CAW 9/26/16). Is that being realized? Is it shifting as you get into it?

The vision is definitely being realized. We have four people who are handling both radio and streaming accounts, the latter under Tim’s supervision. WEA’s Diane Monk is based in New York and routinely attends artist visits to Shazam, Vevo or other partners in the area. WAR’s Anna Cage has been assigned, so to speak, to Pandora in addition to the radio stations she calls on. And from WMN, Mallory Opheim is based in Nashville and Lou Ramirez is based in Florida. Eventually they’ll all be able to take more of a day-to-day role with these partners. As we grow and evolve, we’ll continue to find ways to plug people in.

The biggest and most exciting aspect for the team beyond those four individuals is every single regional is now armed with more data than ever before. They’re learning how to use it and having open conversations with radio stations about what it means and how to put it into context. Everybody has a streaming story nowadays, but it’s rarely put in context. It’s easy to say you have a million streams, but what does that mean?

Beyond the new streaming role, you’ve worked in this department close to 15 years. Now that you’re running it, I would guess delegating is one of your greatest challenges. True?

You’ve hit the nail on the head. The hardest thing is realizing I don’t have the time to focus on the things that got me to where I am. Specifically, relationships. I don’t have the luxury of going to visit radio with artists and going to shows to the extent I used to. With a year under my belt, I’m planning to get back out and do some of those things. I’m also admittedly not great at delegating, but I’ve got a whole team of people I have to trust to get the job done. Not easy for someone as detail-oriented as me. They are an amazing staff, and one of the pleasures has been getting to know the other two teams better than I did.

How does last week’s departure of Chris Palmer change things for you and the department?

Change is never easy, but it is part of this business – a business that is changing very rapidly. Moving forward I will continue to oversee the three teams, with my nationals Katie Bright, Tom Martens and Adrian Michaelis, as well as Tim Foisset and VP/Original Content Chad Schultz reporting directly to me. Essentially, we flattened out the structure a bit. I look forward to continuing to foster the already great relationships that WMN has built with our radio and streaming partners.

Now that you’ve been through the full-year cycle, are there things you look forward to getting a second swing at?

Absolutely. We just had a meeting about CMAs and our annual luncheon, and I realized I don’t even remember last year’s because it was all such a blur. The one I’m really looking forward to is CRS. Last year I was so overwhelmed with the planning, and it all went great. Next year will be even better. We’ve also changed our radio tours, which we now call “media tours” in order to be more effective in using our artists’ time on the road.

Final thoughts?

Our goal, and certainly Espo is passionate about this, is to be the most transparent team in the business. That means approaching our partners with true data, no spin and in a context that is understandable. Quite frankly, we sometimes release records that don’t have the metrics we hoped, but we’re going to be honest about that, too. What I hope is that everyone we work with will see Warner Music Nashville as the premier partner when it comes to that level of honesty and transparency.

CAC
Available Jobs
Here’s a list of job seekers and open gigs. Not listed? Send info here and we’ll include you in a future update:

**RWPC** is looking for an afternoon host for a medium market client station in the south. Send aircheck and résumé here.

**iHeartMedia KBEB/Sacramento** is looking for a high-energy midday host who could also be MD/APD. See details and fill out the application here, then send your aircheck here.

**Cumulus WDRQ/Detroit** is looking for a midday host with at least three years of major market experience, programming and music scheduling experience. Send materials here.

**Cumulus WLXX/Lexington, KY** is looking for a PD/on-air host. Apply here.

**Kinkead** is looking for a Coord./Booking to assist agents in booking artists, research and inputting contracts. Send résumés here by Nov. 1.

**Shore Fire Media** has an opening for an entry-level publicist. Applicants should send résumés here.

**Forever WFGS/Murray, KY** is looking for a midday host. Send materials here.

**Entercom KKWF/Seattle** is looking for a morning show co-host. Details here.

**Cumulus WFMS/Indianapolis** is searching for a midday host and afternoon host. Details here.

**Owens One KUZZ/Bakersfield** is looking for a full-time on-air host. Send aircheck and résumé here.

**Scripps WKTI/Milwaukee** is looking for a morning show host here.

**BBRMG** is looking for a Mgr./Marketing with two to four years of marketing and/or music business experience. Send résumés here.

**LCKM KRVF/Corsicana, TX** is looking for a morning show co-host. Send aircheck and résumé here.

**Scripps KVOO/Tulsa** is looking for an on-air PD and a morning show co-host here.

**Saga WPOR/Portland, ME** is looking for a PD. Details here.

**SiriusXM** is looking for an Asst. Music Programmer based in Nashville. Details here.

**Scripps WCYQ/Knoxville** is seeking a new morning co-host. Airchecks and résumés here.
Here are Summer 2017 (6/21-9/12) Nielsen Audio diary ratings results listed alphabetically by market. Ranks (in parentheses) are among subscribers. Non-subscribing stations in published markets are excluded.

Legend: A “+” indicates a Classic Country outlet; a “^” designates co-owned Country stations in the metro; “t” indicates a tie; and a “*” indicates a station best in that statistic.

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<td>25</td>
<td>MIRANDA LAMBERT / Tin Man (RCA)</td>
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“David Lee Murphy is the Original Hillbilly Rock Star...”

“He writes – and sings – with an attitude that’s authentic + real, but carries all the joy of being alive.
“I’m just lucky he let me sing on his song.”

-- Kenny Chesney

David Lee Murphy * Kenny Chesney
“Everything’s Gonna Be Alright”

from the upcoming album No Zip Code
produced by Kenny Chesney + Buddy Cannon
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**AIRBORNE**

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### Country Aircheck Add Leaders

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<td>JON PARDI</td>
<td>She Ain't In It (Capitol)</td>
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<td>OLD DOMINION</td>
<td>Written In The Sand (RCA)</td>
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<td>SHANIA TWAIN</td>
<td>We Got Something They Don't (Mercury)</td>
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<td>CHRIS LANE &amp; T. KELLY</td>
<td>Take Back Home Girl (Big Loud)</td>
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<td>DUSTIN LYNCH</td>
<td>I'd Be Jealous Too (Broken Bow)</td>
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<td>JAMES BARKER BAND &amp; CHILLS</td>
<td>Chills (UMGC/New Revolution)</td>
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<td>MIDLAND</td>
<td>Make A Little (Big Machine)</td>
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<td>ASHLEY MCBRYDE</td>
<td>A Little Dive Bar In Dahlonega (Atlantic/WAR)</td>
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### Country Aircheck Top Point Gainers

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<td>LUKE COMBS</td>
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<td>LANCY/Greatest Love Story (Arista)</td>
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<td>CARLY PEARCE</td>
<td>Every Little Thing (Big Machine)</td>
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<td>THOMAS RHETT</td>
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<td>Fix A Drink (Warner Bros./WAR)</td>
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<td>CHRIS YOUNG</td>
<td>Losing Sleep (RCA)</td>
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<td>Like I Loved You (BMLGR)</td>
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<td>KELSEA BALLERINI</td>
<td>Legends (Black River)</td>
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<td>DEVIN DAWSON</td>
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### Activator Top Spin Gainers

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![IndigoSummer Ad](image)
Blake Shelton - Texoma Shore (Warner Bros./WMN)
Named for Lake Texoma, the Oklahoma native's 11th studio album was produced by Scott Hendricks and features lead single “I’ll Name The Dogs,” plus cuts by Ben Hayslip, Josh Osborne, Craig Wiseman, Dallas Davidson, Ross Copperman, Rhett Akins, Ashley Gorley and more.

Kelsea Ballerini - Unapologetically (Black River)
For her second album, Ballerini penned or co-penned more than 200 songs for consideration. Eleven songs made the final cut, including lead single “Legends” and the title track, which was written with Forest Glen Whitehead and Hillary Lindsey.

Lee Brice - Self-Titled (Curb)
Brice co-produced his fourth LP, which features 15 tracks including “I Don’t Smoke” (with guitars by Warren Haynes), “Story To Tell (Little Bird),” (co-written by Edwin McCain, who also guests on the track), and the album’s first single “Boy.”

Kid Rock - Sweet Southern Sugar (BBRMG/BMG)
Rock’s new album marks his first recorded in Nashville and first release under his new label deal. The project features songs “Greatest Show On Earth” and “Po-Dunk,” as well as recent single “Tennessee Mountain Top” and a version of the Four Tops’ Motown classic “Sugar Pie Honey Bunch.”

Jennifer Hanson - Under The Tree (Jennifer Hanson)
Her first new music in nine years, Hanson’s four-song Christmas EP includes two self-penned songs, an arrangement of “What Child Is This” and Jennifer at the age of three and a half singing “Rudolph the Red-Nosed Reindeer.”

Ned LeDoux - Sagebrush (Powder River/Thirty Tigers)
The debut album was produced by Mac McAnally and includes eight songs Ned wrote or co-wrote, including “You Can’t Tell Me We Ain’t Got It All” (the first original song he co-wrote with his dad, the late Chris LeDoux), plus a remake of his father’s song “This Cowboy Hat,” featuring Chase Rice.

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When our broadcasting colleagues are in need, we’re here to help.

Learn how to get help or give back at broadcastersfoundation.org
@BroadcastersFDN
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