

COUNTRY AIRCHECK WEEKLY

February 17, 2015, Issue 434

CRS Keynote: Todd Wagner Q&A

Billionaire entrepreneur and philanthropist **Todd Wagner** will deliver the **CRS 2015** keynote, and gives **Country Aircheck** a preview. Wagner and longtime business partner **Mark Cuban** own 2929 Entertainment, which includes Magnolia Pictures, Landmark Theaters and AXS-TV. The duo founded Broadcast.com and in 1999 sold it to Yahoo! for \$5.7 billion. Wagner also owns a stake in the Dallas Mavericks, Lions Gate Entertainment and The Weinstein Company. His most recent venture is the online fundraising platform Chideo.



Todd Wagner

You've obviously been successful in a variety of areas. What can radio learn from those experiences?

I'm not an expert by any stretch on the radio or music industries, but I know a fair amount about what goes on in the movie industry and a little about entrepreneurship.

There are a lot of parallels. And we dealt with radio stations back in the day with Broadcast.com, which was the first company to stream audio and video over the internet. That was 20 years ago now, so we'll look at what has changed since then and talk a little bit about my business partner.

Our movie business is a unique kind of beast since we're vertically integrated; we've got production, exhibition and distribution all under one umbrella. So hopefully I have some interesting perspectives because I'm a theater owner, but I also make movies and we also own AXS-TV. And we'll talk about what it takes to get startups off the ground and about Chideo, which I started about a year ago to try and build a charity network that combines technology, philanthropy and the media business. I'm sure we'll have fun along the way.

Do you spend much time with radio personally and what do you perceive as its strengths and weaknesses?

I do and I listen to a variety of different stations, but I'm probably not the greatest connoisseur of what the trends are in the industry. I'll listen to Country, Classic [Rock] and Top 40 and I am happy as can be. But radio is an industry (continued on page 8)



Hope Floats: The "Chicks With Picks & One Cool Dude" crew gathers with WKLB staff at the benefit for Boston's Floating Hospital for Children. Pictured (l-r) are the station's Ginny Rogers, Black River's Jane O'Malia, Lori McKenna, Kelsea Ballerini, WKLB's Mike Brophrey, Maddie & Tae, Easton Corbin, Dot's Michelle Kammerer and Mercury's Sally Green.

Iconography Discography

Bigger than just the successful Nashville flagship (WSM-FM), Cumulus O&O format and syndicated Westwood One network, **Nash Icon** is also a music company. **Country Aircheck** sat with **Nash Icon Records** GM **Jim Weatherson** for an early peek at the label.

"If you look at Nash Icon as a brand, under that umbrella there are a number of pieces that are in place or will be soon," says Weatherson, a Dallas native whose background includes serving as GM for L.A.-based Walt Disney Records and stints with 19 Management and Taylor Swift's 13 Management.

The format, of course, is solely Cumulus' domain. The label is a 50-50 joint venture between BMLG and Cumulus.



Jim Weatherson

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in Sales/Spin






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"Ashley has been like a member of my family for many years. She's been one my favorite artists since before that. I challenge anyone to spend a little time with her and NOT fall in love. It's time she gets her due as a solo recording artist and I'm so damn proud and excited to watch her star rise!!!"

- BLAKE SHELTON

Ashley Monroe

ON TO SOMETHING GOOD

AVAILABLE NOW
Impacting March 9th



"The touring/live events piece is developing and we'll play a part in that, given the artists we're signing," Weatherson says. "And there's a merch area that will develop over time as well."

From a music perspective, Nash Icon operates "pretty independently from Cumulus," though Weatherson says early input from a radio perspective is a luxury. "It means a lot to have John Dickey and Lew Dickey offer the kind of interaction you're not normally given," he says. "John is a wealth of marketing ideas – inside and outside of the Cumulus piece. As far as the song and A&R process, that's what [BMLG President/CEO] Scott Borchetta and [SVP/A&R] Allison Jones do better than anyone."

The NIR business plan is written to make artists successful within the framework of what BMLG and the Cumulus format can do. "Our plan is to use that as our foundation and be successful with that," he says. "As music is accepted other places, we will support it, promote and market with them."

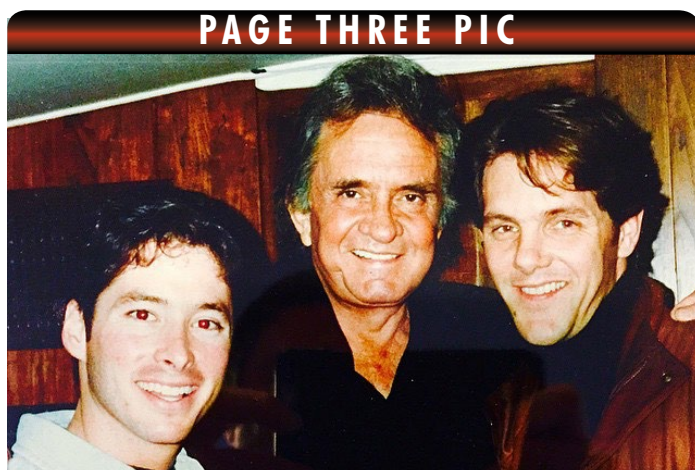
Flagship artist Reba is out now with the Valory-promoted single "Going Out Like That." Her album *Love Somebody* streets April 14. That approach is not a hard-and-fast blueprint, however. "We won't always go to mainstream radio," Weatherson says. "We just happened to have Reba deliver an unbelievable record that sounds contemporary and fits with mainstream radio."

There are no plans for a promotion team, though other resources will definitely be brought to bear. "BMLG is a hub and spoke system, essentially, with the hub being all the top level departments and we are able to tap into all of those around our artists," Weatherson says. "We have a great publicity team, great A&R, great production team, probably the best sales and marketing team there is – and those will all play a big part in our releases."

Reba's label mates, Martina McBride and Ronnie Dunn, will likely have releases this year. As for other signings, Weatherson has taken 50 meetings to date. Deciding who to sign is not easy. "An Icon is someone who is still making great music, is socially relevant – not meaning social media, necessarily – who still sells tickets and has an undeniable voice," he says. Other strategies, including compilation releases, may be a way for Nash Icon to accommodate artists beyond full release-focused signings.

On the live events side, Weatherson suggests late 2015 may see a Nash Icon branded tour, one-off shows and, in 2016, a Nash/Nash Icon festival opportunity. Artists involved won't necessarily be signed to the label.

As for BMLG's financial interest in touring and merch, Weatherson says, "It's not an overreaching or overbearing kind of situation. It's all about helping, aiding and leveraging to the advantage of the artists."



Cash Kings: The one and only Johnny Cash (c) with Polygram Distribution's Danny Cooper (l) and Mercury regional Norbert Nix just before a performance with wife June Carter Cash at Chicago's The Cubby Bear in 1992. Be Johnny-on-the-spot with your vintage pics by sending them to pagethreepic@countryaircheck.com.

The upshot is that audience appetite for icons, be they Nash Icons or not, remains considerable. Weatherson points to the Reba and Brooks & Dunn show in Las Vegas, which is "one of the fastest-selling shows Caesar's has ever had." To take advantage of that market, Weatherson's mandate is simple. "If we don't make great music, there is no leverage – the relationship with Cumulus means nothing. Our job is to make sure the music is undeniable." Reach Weatherson [here](#). –Chuck Aly

Chart Chat

Congrats to **Florida Georgia Line**, **Matthew Hargis** and the entire **Republic Nashville** promotion shrewdness (aka gathering of apes) on scoring this week's No. 1 with "Sun Daze." The gold-certified song is the second chart-topper from *Anything Goes*, following "Dirt."



Florida Georgia Line

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JOHN KING

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DON'T MISS JOHN KING AT THE B.R.E. CRS LUNCH
FRIDAY 2/27/15

MICHAEL RAY

KISS YOU IN THE MORNING

MOST ADDED & IMPACTING NOW

61

FIRST WEEK STATIONS



"MICHAEL RAY IS ONE TO WATCH FOR 2015 AND BEYOND. HE'S GOT IT ALL AND SOMEONE WE ALL WANT TO ROOT FOR. IT'S GREAT WHEN THE SONGS MATCH THE SINGER!!!"

– CLAY HUNNICUTT, EVP/GM NATIONAL PROGRAMMING PLATFORMS, IHEART MEDIA

"LAST WEEK MICHAEL RAY SOLD OUT THE HOUSE OF BLUES IN ORLANDO FOR THE 5TH CONSECUTIVE TIME. HE IS ALREADY A SUPERSTAR IN ORLANDO. MICHAEL RAY HAS IT ALL."

– DREW BLAND, WWKA/ORLANDO

"OF COURSE THERE ARE A LOT OF FIRST WEEK STATIONS FOR MICHAEL RAY. WANNA KNOW WHY? IT'S EASY...HE IS AN OBVIOUS STAR."

– BRIAN MICHEL, WUBL/ATLANTA

"I AM MORE EXCITED FOR MICHAEL RAY THAN ANY DEBUT FROM ANY NEW ARTIST. EVER."

– DON GOSSELIN, KAJA/SAN ANTONIO



And kudos to **Lesly Simon** and the **Arista** crew on landing 58 adds for **Carrie Underwood's** "Little Toy Guns," topping this week's board.

Promotion: Game On

KSON/San Diego morning team **John & Tammy** took Valentine's Day to the playing field Friday (2/13) with **John & Tammy's Reception for a Wedding Reception** promotion. Four brides-to-be were chosen from engaged couples who shared stories of their wedding plans gone wrong on-air in the days leading up to Friday's finale. The finalists joined the morning show at the San Diego Chargers practice field, where they competed to see who could catch the most passes from Chargers Head Coach **Mike McCoy** for a chance at a \$1,000 Visa gift card to use for their wedding receptions. Local NBC affiliate Dir./Sports **Jim Laslavic** provided play-by-play. Winner **Aiyanna** was set to marry Wounded Warrior **Jorge** the next day (2/14).



Laslavic, KSON's Tammy Lee, listeners Melissa and Ashley, McCoy, listeners Van and Aiyanna, KSON's John Flint

News & Notes

KAJA/San Antonio; KXLW/Anchorage, AL; WDNB/Jeffersonville, NY; WJVL/Janesville, WI; WXRO/Beaver Dam, WI and WSCG/Augusta, GA are new affiliates of Sun's *The Country Club* with **Dee Jay Silver**. **KWRK/Lupton, AZ** is a new affiliate of Nashville Minute with **Fitz**.

OFF THE RECORD: CRAIG MORRISON



Craig Morrison

Lucky53s' **Craig Morrison** puts an industry spin on the artist interview:

My dad was Australian artist

Lucky Starr and the first to record "I've Been Everywhere," which Hank Snow and Johnny Cash later released. As a kid I thought everybody's dad was a singer. My first public appearance with my father was when I was seven years old. When I reflect on it, it was a blessed way of life.

One of the wonderful things in the

States is being able to access major radio.

There's only five or six Country radio stations in the whole of Australia. The rest of them are community stations. I really enjoy the process of building relationships here. I love getting to know people at radio and being able to say, "Hey John, how've you and your wife been?" That's a real relationship and what I aspire to do with radio.

Hearing myself on the radio for the first time meant absolutely everything to me. I was driving across the Harbour Bridge in Sydney. It was an amazing feeling, but what's even more incredible is people at a venue singing your song. That for me is the most awe-inspiring thing that can happen.

Nashville is 100% my home, but if I had to be stuck somewhere else, it'd be back in Sydney. I do miss the water and lack of snow. My wife [is from here] and even now she hates it when I talk in centigrade, because I go, "It is freezing outside, it's zero!" Zero centigrade is 32 here. My son is only five and we brought him over here when he was one. He corrects me because he's of American terminology.

I'd love to take a dinner-meeting with Eric Church and Keith Urban to see what's going on in their heads. I could've said George Jones and Glen Campbell – and that would be absolutely amazing – but to talk about where they were and where they are now, it'd be those guys.

I'd like radio to know I write from the heart and I always endeavor to be contemporary. Some might call that pop, but to me pop is just an abbreviation for popular. All my life my father told me, "Craig, first and foremost, be an entertainer and be there for the people. Because putting a smile on their dial or a tear in their eye, that's what you're there for." And that's what I aspire to do.

Reach Morrison [here](#).

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SONG OF THE YEAR "AMERICAN KIDS"



BRANDY CLARK/**SMACKMANAGEMENT**
FEMALE VOCALIST OF THE YEAR
SONG OF THE YEAR "FOLLOW YOUR ARROW"



KACEY MUSGRAVES/**SMACKPRODUCTIONS***
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FEMALE VOCALIST OF THE YEAR
SONG OF THE YEAR "FOLLOW YOUR ARROW"



SAM HUNT/**SMACKPRODUCTIONS***
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AND INTRODUCING...OLD DOMINION

MATTHEW RAMSEY & TREVOR ROSEN/**SMACKSONGS** MUSIC PUBLISHING • **SMACKPRODUCTIONS**/SHANE McANALLY, PRODUCER

Songwriter/producer/Big Loud Shirt Industries founder **Craig Wiseman** will receive the Excellence in Music award in his home state of Mississippi Feb. 19 during the 27th Annual Governor's Arts Awards.

Songwriters **Liz Rose, Wynn Varble** and **Rivers Rutherford** will be among those performing their first and worst songs at the inaugural *The First & the Worst* event April 1 at Nashville's 3rd & Lindsley benefiting Music Health Alliance. More [here](#).

Songwriter **Parker Welling** has signed a publishing deal with Jeffrey Steele's **3 Ring Circus Music**.

Daryle Singletary has signed with **Buddy Lee Attractions** for booking representation.

Hart Street Entertainment's **Zach Farnum** will launch web-based entertainment talk show *Music City Live!* Feb. 22, and has a Kickstarter campaign underway [here](#).

Bassist **Michael Rhodes** will be honored at the **Country Music Hall Of Fame's** quarterly series *Nashville Cats: A Celebration of Music City Musicians* March 7 at 2pm in the Ford Theater. The program will be hosted by Bill Lloyd and streamed online.

Artist News

Craig Morgan's second annual *Billy's Place 5K*, which benefits the Dickson County Craig Morgan Foundation, will be April 12 in Dickson, TN. More [here](#).

Sundy Best and **Dwight Yoakam** were recently honored with their names on signs along "Country Music Highway" US 23 in eastern Kentucky. The duo also received keys to the city in Prestonsburg, KY.

Alison Krauss will join the previously announced lineup of Chip Esten, Lady Antebellum, Vince Gill, Emmylou Harris and Matthew West at the 7th Annual T.J. Martell Honors Gala March 30 at the Omni Hotel in Nashville.

BlackHawk presented a check for \$20,000 to Nashville's **Vanderbilt-Ingram Cancer Center** on behalf of the *Van Stephenson Memorial Cancer Research Fund*. BlackHawk's two surviving founding members – Henry Paul and Dave Robbins – presented their annual donation in honor of third bandmate Stephenson, who died from melanoma in 2001. The latest donation brings their total to \$100,000 raised for Vanderbilt-Ingram since 2006.

Shenandoah have revealed their 2015 tour dates following last fall's reunion with original singer **Marty Raybon**. *Reloaded With Marty Raybon* kicks off March 6 in Chester, WV. See dates [here](#).

MY TUNES: MUSIC THAT SHAPED MY LIFE



Jensen Sussman

Sweet Talk Publicity Pres./Owner **Jensen Sussman** on her most influential music.

1. Coldplay, Parachutes: When I first heard this album, I knew I wanted to be in music. There was something inspiring, sad and comforting when listening to these songs. "Yellow" is my all-time favorite song.

2. Green Day, Boulevard of Broken Dreams: I remember hearing this song on the radio. I was surprised it was Green Day after being such a huge fan of Dookie in high school. It really struck a chord with

me. Three weeks later I was diagnosed with breast cancer and this song became my soundtrack of 2005.

3. Michael Jackson, Bad Tour, 1989: I was beyond lucky to see MJ perform at the Forum in Los Angeles. Pure pop heaven. Hands down the most epic concert I have ever seen.

4. Snoop Dogg, Gin & Juice: Growing up, west coast rap was a mainstay in my CD (then tape) rotation. The song perfectly captures the SoCal laid-back vibe and the groove is sick. The best head-bopper ever.

5. Harry Nilsson, The Point!: My dad would always play this album while we were on family road trips from LA to Palm Springs. It chronicles the adventures of Oblio, a young boy who lives in the land of pointy-head people and was banished since his head was round. It's a beautiful comment on nonconformity told through a children's fable.

• **Highly regarded music you've never heard:** I know a few Miles Davis songs but don't know the full body of work.

• **"Important" music you just don't get:** Iron Maiden. Really intense heavy metal at high decibels is just not my thing.

• **An album you listened to incessantly:** This is a tie. Stone Temple Pilots, *Thank You* – "Vaseline" and "Interstate Love Song" are rock genius. My other is Adele, 21. I always listen from start to finish, with the exception of hitting repeat on "Someone Like You" at least half a dozen times.

• **Obscure or non-country song everyone should know:** Joni Mitchell's "A Case of You." This song paints such a beautiful vignette of past love and the tender rawness of heartbreak.

• **Music you'd rather not admit to enjoying:** I'm a full-on boy band fan. New Kids, *NSync, Backstreet Boys, 98 Degrees. And yes, One Direction and 5 Seconds of Summer are on my iPod.

Reach Sussman [here](#).

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The Week's Top Stories

Full coverage at countryaircheck.com.

- Alpha **WUBB/Savannah, GA** morning host **Tim Leary** is hosting the new syndicated **2020 Country Countdown**. (2/13)
- Impact's **KQBL (100.7 The Bull)/Boise** began simulcasting on **KPDA (101.9)**. (2/12)
- Curtis Media's **Don Curtis** and Connoisseur's **Jeff Warshaw** are among recipients of the **Broadcasters Foundation of America's 2015 Ward L. Quaal Leadership Awards**. (2/12)
- Former Sony/Nashville Chairman **Joe Galante** received the **Bob Kingsley Living Legend Award**. (2/11)
- **Bryan Broadcasting** has moved **KNDE-HD4/Bryan, TX** to the formerly silent **KVMK**, increasing to a Class A signal. (2/10)

CRS Keynote: Todd Wagner Q&A

(continued from page 1)

that has learned to be local and that's still the appeal of it. When someone is talking about what's going on in the local community, that's an important driver and differentiator from other mediums. And it's like a lot of businesses in that it's continually being impacted by technology. A lot of the issues I've seen impact the movie industry have impacted radio and music.

I love that radio is one of those businesses that was supposed to be dead and gone by now, but it's still here and doing well. An analogous example is movie theaters, which were also supposed to be gone. Part of the reason they're not is because people still want to leave the house. The example I always give is that I can make food at home, but I still go to restaurants. Same thing with professional sports [attendance], which was supposed to die 50 years ago when television came, but you can't replicate that experience. Look at broadcast television, which is still a place where massive audiences watch programming.

What have you learned about what people are looking for in regards to entertainment?

Twenty years ago when we were in an analog world, people had others deciding what was important to watch, see or listen to. We've obviously seen the consumer take charge – large and in charge, if you will. No longer are “anytime,” “anyplace” or “anywhere” just buzz words. That's now how people expect to be entertained. Look at Netflix. And that's a dramatic shift from 20 years ago when the network or movie executive was in charge. It's also a moving target because one day it's streaming media, and

the next day it's Facebook, Twitter, Instagram, Vine or Snapchat, and it's going to continue to evolve. What worked before doesn't necessarily work now.

There's been a lot of talk in recent years about the millennial generation and how best to reach them. How hard should we be working to do that?

The topic of almost every lecture, seminar or speech these days is how to reach those folks, but I don't think it's any different. When we try to reach any audience, I don't just use social or digital media – it's important to pull every lever you can. And that could be grassroots marketing, traditional broadcast television and radio, and also social. People usually jump to the next big thing and say, “Oh, we've got to be all over Twitter” or “We've got to be all over Instagram.” That can be part of a strategy, but it can't be the entire strategy because those aren't really conversion mediums, those are awareness mechanisms. You have to come at it from a lot of different angles. Young people still do all the things that we did. I don't think that's changed. They just consume it in a different way.

What lessons can radio learn from entrepreneurs?

Entrepreneurs don't ask if the glass is half-full or half-empty. They ask, “Why are you pouring water and why is it going in a glass?” They question everything. There's a quote and I'll probably use it in Nashville just because I find it's entertaining. I don't remember all of it off the top of my head, but it's from Teddy Forstmann to the effect that entrepreneurs are irritating and annoying. They're typically unemployable and hard to take sometimes with the way they look at the world.

People say all the time, “Todd, I'm an entrepreneur.” And I always ask them two questions – are you willing to quit your day job and are you willing to put in your own money? Entrepreneurs say yes to those two things and are unafraid of risk. They'll put their fortune at risk! Most people say, “God if I made that much money, I'd stop! I'd just sit on the beach and drink Corona all day!” Entrepreneurs always say that whatever gets you to the top of that mountain prevents you from just sitting there and that's how they think. Elon Musk took almost his entire fortune from his first startup and put it into his next two ventures. Now, how do you apply that to a company or a business? It's about not being afraid to question what you do. Question everything.

More Info: Wagner's CRS 2015 keynote happens at 4pm Feb. 25 at the Nashville Convention Center. And next week **Country Aircheck** explores Chideo, Wagner's star-powered, online charity network. Get prepped for that story [here](#). **CAC**

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








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AIRCHECK**

LW	TW	Artist/Title (Label)	Total Points	+/- Points	Total Plays	+/- Plays	Audience	+/- Aud	Stations	ADDS
2	1	 FLORIDA GEORGIA LINE /Sun Daze (Republic Nashville)	23362	982	7754	314	55.739	2.177	148	0
3	2	 THOMAS RHETT /Make Me Wanna (Valory)	22620	840	7542	260	54.336	1.895	149	0
1	3	LUKE BRYAN /I See You (Capitol)	21879	-2620	7245	-848	52.292	-6.441	149	0
4	4	 BLAKE SHELTON f/A. MONROE /Lonely Tonight(Warner Bros./WMN)	21236	761	7251	248	50.868	1.501	149	0
5	5	 RANDY HOUSER /Like A Cowboy (Stoney Creek)	20219	223	6914	-37	47.935	0.819	149	0
6	6	 JASON ALDEAN /Just Gettin' Started (Broken Bow)	20010	302	6728	116	47.697	0.77	149	0
8	7	 BRETT ELDREDGE /Mean To Me (Atlantic/WMN)	19048	1460	6299	587	45.657	2.107	149	0
9	8	 CHASE BRYANT /Take It On Back (Red Bow)	16088	-156	5463	18	37.793	-0.023	149	0
10	9	 CHRIS YOUNG /Lonely Eyes (RCA)	15401	647	4977	171	38.125	1.707	149	0
11	10	 DARIUS RUCKER /Homegrown Honey (Capitol)	15375	663	5030	216	38.232	1.355	149	0
12	11	 LEE BRICE /Drinking Class (Curb)	14834	456	4904	134	36.098	0.715	149	0
13	12	 COLE SWINDELL /Ain't Worth The Whiskey (Warner Bros./WMN)	14656	1079	4766	330	36.298	2.734	149	0
15	13	 ZAC BROWN BAND /Homegrown (SouthrnGrnd/Varvatos/BMLG)	13679	1837	4330	651	32.985	4.565	149	1
19	14	 SAM HUNT /Take Your Time (MCA)	11964	2089	3882	662	26.228	4.627	146	3
17	15	 DIERKS BENTLEY /Say You Do (Capitol)	11728	848	3936	212	28.531	2.576	148	0
16	16	JAKE OWEN /What We Ain't Got (RCA)	10846	-57	3763	-33	25.7	0.585	149	0
18	17	LADY ANTEBELLUM /Freestyle (Capitol)	10609	-182	3532	-4	25.437	-1.141	145	0
20	18	 TYLER FARR /A Guy Walks Into A Bar (Columbia)	10042	811	3267	235	23.448	2.154	147	0
21	19	 KRISTIAN BUSH /Trailer Hitch (Streamsound)	8662	177	2991	81	18.742	0.344	143	0
23	20	 A THOUSAND HORSES /Smoke (Republic Nashville)	8299	517	2785	143	19.709	2.873	140	9
24	21	 ERIC PASLAY /She Don't Love You (EMI Nashville)	7256	628	2327	160	14.576	1.706	144	2
29	22	 KEITH URBAN f/ERIC CHURCH /Raise 'Em Up (Capitol)	7237	2095	2438	725	15.601	4.199	131	7
26	23	 MIRANDA LAMBERT /Little Red Wagon (RCA)	7085	1060	2320	286	16.648	3.866	137	5
25	24	 EASTON CORBIN /Baby Be My Love Song (Mercury)	6217	92	2084	44	11.767	0.617	142	3
27	25	 BILLY CURRINGTON /Don't It (Mercury)	6092	487	2052	164	12.18	0.972	127	2

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JAKE OWEN

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THE FORMAT RIGHT NOW!"**

- JT BOSCH, PD KASE/KVET AUSTIN, TX





TRISHA
YEARWOOD

“I REMEMBER YOU”

GREAT SONG. GREAT SINGER.
(Those things still matter)

“THIS SONG DEMONSTRATES TRISHA’S INCREDIBLE VOCAL ABILITIES.”
- MIKE BROPHEY PROGRAM DIRECTOR, WKLB/BOSTON

AIRPLAY IMMEDIATELY.

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Swandelyn
RECORDS



LW	TW	Artist/Title (Label)	Total Points	+/- Points	Total Plays	+/- Plays	Audience	+/- Aud	Stations	ADDS
28	26	TOBY KEITH /Drunk Americans (Show Dog)	5113	-78	1758	-16	12.28	0.113	136	1
30	27	JOE NICHOLS /Hard To Be Cool (Red Bow)	5035	330	1668	149	9.609	0.235	125	3
32	28	KELSEA BALLERINI /Love Me Like You Mean It (Black River)	4696	139	1732	69	10.676	0.421	128	8
31	29	JOSH TURNER /Lay Low (MCA)	4613	-44	1531	-5	8.483	0.12	125	0
34	30	CANAAN SMITH /Love You Like That (Mercury)	4552	367	1507	86	7.848	0.968	127	4
33	31	GLORIANA /Trouble (Emblem/Warner Bros./WAR)	4190	-53	1332	-2	9.961	-0.441	117	3
37	32	TIM MCGRAW /Diamond Rings And Old... (Big Machine)	4144	735	1492	253	8.559	1.615	120	8
43	33	KENNY CHESNEY w/GRACE POTTER /Wild... (Blue Chair/Columbia)	4011	1463	1339	508	8.648	3.27	131	25
35	34	RASCAL FLATTS /Riot (Big Machine)	3759	157	1334	71	5.89	0.31	118	3
36	35	LITTLE BIG TOWN /Girl Crush (Capitol)	3465	-123	1183	4	6.188	-0.397	111	3
44	36	BRAD PAISLEY /Crushin' It (Arista)	3316	832	1219	326	6.165	1.799	111	13
40	37	DUSTIN LYNCH /Hell Of A Night (Broken Bow)	3284	255	1080	67	5.465	0.732	113	3
38	38	MICKEY GUYTON /Better Than You Left Me (Capitol)	3274	-19	995	8	6.972	0.004	118	3
47	39	KIP MOORE /I'm To Blame (MCA)	2934	544	960	178	4.876	0.403	86	7
48	40	BRANTLEY GILBERT /One Hell Of An Amen (Valory)	2880	490	1032	143	4.689	0.642	100	8
39	41	GARTH BROOKS /Mom (Pearl/RCA)	2749	-494	1008	-178	4.736	-0.549	113	0
45	42	FRANKIE BALLARD /Young & Crazy (Warner Bros./WAR)	2638	223	810	90	4.622	0.139	101	7
42	43	REBA /Going Out Like That (Valory/Nash Icon)	2476	-100	785	-29	6.765	-0.139	39	0
46	44	THE SWON BROTHERS /Pray For You (Arista)	2377	-17	831	0	2.901	-0.092	111	1
49	45	JUSTIN MOORE /This Kind Of Town (Valory)	2040	-80	751	-13	3.226	-0.24	90	0
41	46	JON PARDI /When I've Been Drinkin' (Capitol)	1972	-709	708	-235	3.046	-1.363	95	0
Debut	47	CHASE RICE /Gonna Wanna Tonight (Columbia)	1778	207	699	92	2.394	0.097	81	3
50	48	MADDIE & TAE /Fly (Dot)	1776	198	631	86	2.997	0.448	88	10
Debut	49	AIRBORNE BIG & RICH /Run Away With You (B&R/New Revolution) Debut	1692	168	620	65	2.376	0.387	90	16
Debut	50	RODNEY ATKINS /Eat Sleep Love You Repeat (Curb)	1273	157	403	17	2.25	0.604	58	2

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KELSEA BALLERINI

"Love Me Like You Mean It"

TOP 30 CA/MB: 32*-28*

NEW ADDS: KYGO WLHK WKIS KWEN KXKT WBBS KDRK KSD

Sales up 35% this week selling
4.3 units for every 1 spin.



BLACK RIVER
ENTERTAINMENT

Country Aircheck Add Leaders

CARRIE UNDERWOOD /Little Toy Guns (19/Arista)	58
MICHAEL RAY /Kiss You In The Morning (Warner Bros./WEA)	50
KENNY CHESNEY w/GRACE POTTER /Wild... (Blue Chair/Columbia)	25
BIG & RICH /Run Away With You (B&R/New Revolution)	16
BRAD PAISLEY /Crushin' It (Arista)	13
CRAIG WAYNE BOYD /My Baby's Got A Smile... (Republic/Dot)	12
MADDIE & TAE /Fly (Dot)	10
PARMALEE /Already Callin' You Mine (Stoney Creek)	10
WATERLOO REVIVAL /Hit The Road (Big Machine)	10
A THOUSAND HORSES /Smoke (Republic Nashville)	9

Country Aircheck Top Point Gainers

KEITH URBAN f/ERIC CHURCH /Raise 'Em Up (Capitol)	2095 ✓
SAM HUNT /Take Your Time (MCA)	2089 ✓
ZAC BROWN BAND /Homegrown (SouthrnGrnd/Varvatos/BMLG)	1837 ✓
KENNY CHESNEY w/GRACE POTTER /Wild... (Blue Chair/Columbia)	1463 ✓
BRETT ELDREDGE /Mean To Me (Atlantic/WMN)	1460 ✓
COLE SWINDELL /Ain't Worth The Whiskey (Warner Bros./WMN)	1079
MIRANDA LAMBERT /Little Red Wagon (RCA)	1060
FLORIDA GEORGIA LINE /Sun Daze (Republic Nashville)	982
DIERKS BENTLEY /Say You Do (Capitol)	848
THOMAS RHETT /Make Me Wanna (Valory)	840

Country Aircheck Top Spin Gainers

KEITH URBAN f/ERIC CHURCH /Raise 'Em Up (Capitol)	725
SAM HUNT /Take Your Time (MCA)	662
ZAC BROWN BAND /Homegrown (SouthrnGrnd/Varvatos/BMLG)	651
BRETT ELDREDGE /Mean To Me (Atlantic/WMN)	587
KENNY CHESNEY w/GRACE POTTER /Wild... (Blue Chair/Columbia)	508
COLE SWINDELL /Ain't Worth The Whiskey (Warner Bros./WMN)	330
BRAD PAISLEY /Crushin' It (Arista)	326
FLORIDA GEORGIA LINE /Sun Daze (Republic Nashville)	314
MIRANDA LAMBERT /Little Red Wagon (RCA)	286
THOMAS RHETT /Make Me Wanna (Valory)	260

Adds
Activator Top Point Gainers

ZAC BROWN BAND /Homegrown (SouthrnGrnd/Varvatos/BMLG)	1054 ✓
SAM HUNT /Take Your Time (MCA)	1012 ✓
BRETT ELDREDGE /Mean To Me (Atlantic/WMN)	793 ✓
KEITH URBAN f/ERIC CHURCH /Raise 'Em Up (Capitol)	790 ✓
KENNY CHESNEY w/GRACE POTTER /Wild... (Blue Chair/Columbia)	713 ✓
BLAKE SHELTON f/A. MONROE /Lonely Tonight (Warner Bros./WMN)	630
JASON ALDEAN /Just Gettin' Started (Broken Bow)	616
CHRIS YOUNG /Lonely Eyes (RCA)	546
A THOUSAND HORSES /Smoke (Republic Nashville)	540
MIRANDA LAMBERT /Little Red Wagon (RCA)	466

Activator Top Spin Gainers

SAM HUNT /Take Your Time (MCA)	265
ZAC BROWN BAND /Homegrown (SouthrnGrnd/Varvatos/BMLG)	232
BRETT ELDREDGE /Mean To Me (Atlantic/WMN)	206
KENNY CHESNEY w/GRACE POTTER /Wild... (Blue Chair/Columbia)	182
KEITH URBAN f/ERIC CHURCH /Raise 'Em Up (Capitol)	177
JASON ALDEAN /Just Gettin' Started (Broken Bow)	151
BLAKE SHELTON f/A. MONROE /Lonely Tonight (Warner Bros./WMN)	148
A THOUSAND HORSES /Smoke (Republic Nashville)	137
CHRIS YOUNG /Lonely Eyes (RCA)	133
CARRIE UNDERWOOD /Little Toy Guns (19/Arista)	122

Country Aircheck Top Recurrents

ERIC CHURCH /Talladega (EMI Nashville)	13749
KENNY CHESNEY /Til It's Gone (Blue Chair/Columbia)	9523
TIM MCGRAW /Shotgun Rider (Big Machine)	9349
CARRIE UNDERWOOD /Something In The Water (19/Arista)	9308
SAM HUNT /Leave The Night On (MCA)	8761
KEITH URBAN /Somewhere In My Car (Capitol)	7754
BRAD PAISLEY /Perfect Storm (Arista)	7105
LITTLE BIG TOWN /Day Drinking (Capitol)	6002
KENNY CHESNEY /American Kids (Blue Chair/Columbia)	5894
MADDIE & TAE /Girl In A Country Song (Dot)	5787

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COUNTRY AIRCHECK ACTIVITY

JUSTIN MOORE/This Kind of Town (Valory)

Moves 49-45
2,040 points, 751 spins
No adds

JON PARDI/When I've Been Drinkin' (Capitol)

Moves 41-46
1,972 points, 708 spins
No adds

CHASE RICE/Gonna Wanna Tonight (Columbia)

Debuts at 47*
1,571 points, 607 spins
3 adds: **WGKX*, WKSJ, WSOC**

MADDIE & TAE/Fly (Dot)

Moves 50-48*
1,776 points, 631 spins
10 adds: **KAWO, KSD, KYGO, WFUS, WHKO*, WKMK, WKSJ, WXBQ, WYNK, WYRK**

BIG & RICH/Run Away With You (B&R/New Revolution)

Debuts at 49*
1,692 points, 620 spins
16 adds including: **KHKI*, KIIM*, KKIX, KRY, KUBL*, PCCO, WCOS, WDXB, WEZL, WIVK***

RODNEY ATKINS/Eat Sleep Love You Repeat (Curb)

Debuts at 50*
1,273 points, 403 spins
2 adds: **WGGY, WTQR**

CARRIE UNDERWOOD/Little Toy Guns (19/Arista)

1,188 points, 344 spins
58 adds including: **KAWO, KBEQ, KCYE, KDRK, KEEY, KHEY, KJUG, KKIX, KMDL, KMLE**

AUSTIN WEBB/All Country On You (Streamsound)

1,088 points, 457 spins
5 adds: **KCY, WDXB, WGNE, WHKO, WRBT**

WILL HOGE/Middle of America (Cumberland/Thirty Tigers)

978 points, 353 spins
No adds

ADD DATES

FEBRUARY 23

DAVID FANNING/Doin' Country Right (Red Bow)

LOCASH/I Love This Life (Reviver/Star Farm)

DAN + SHAY/Nothin' Like You (Warner Bros./WAR)

GREG SHIRLEY/The Good Drugs (Garage Door/SDMG)

MARCH 2

GARY ALLAN/Hangover Tonight (MCA)

KAYLA CALABRESE/Whisper (SMG)

MARCH 9

MONTGOMERY GENTRY/Folks Like Us (Blaster)

LOGAN MIZE/Can't Get Away From A Good Time (Arista)

Send yours to adds@countryaircheck.com.

CHECK OUT



Glen Campbell *Glen Campbell ... I'll Be Me* (Big Machine)

The soundtrack from the documentary of the same name features the Grammy-winning and Oscar-nominated "I'm Not Gonna Miss You" and The Band Perry's cover of "Gentle On My Mind," a 1967 hit and Grammy winner for Campbell.



The Mavericks *Mono* (Valory)

Before making the 11-track album, the band listened to old vinyl and even recorded in mono. The result is a blend of country, Latin and retro sounds, with all songs written or co-written by Raul Malo (except for a bonus track cover of Doug Sahm's "Nitty Gritty").



Aaron Watson *The Underdog* (Big/Thirty Tigers)

For his 12th album, Texas troubadour Watson teamed with producer Keith Stegall (Alan Jackson, Zac Brown). The traditional country collection includes lead single "That Look."

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LADY ANTEBELLUM



KEITH URBAN



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LW	TW	Artist/Title (Label)	Points	+/-	Points	Plays	+/-	Plays	Stations	Adds
4	1	📶 BLAKE SHELTON f/ASHLEY MONROE /Lonely Tonight (Warner Bros./WMN)	8756	630	2236	148	53	0		
3	2	📶 THOMAS RHETT /Make Me Wanna (Valory)	8671	338	2196	90	53	0		
1	3	LUKE BRYAN /I See You (Capitol)	8432	-365	2181	-89	52	0		
5	4	📶 JASON ALDEAN /Just Gettin' Started (Broken Bow)	8338	616	2112	151	53	0		
2	5	FLORIDA GEORGIA LINE /Sun Daze (Republic Nashville)	8063	-294	2081	-51	51	0		
6	6	📶 RANDY HOUSER /Like A Cowboy (Stoney Creek)	7490	278	1888	65	48	0		
7	7	📶 BRETT ELDRIDGE /Mean To Me (Atlantic/WMN)	7412	793	1966	206	52	0		
9	8	📶 CHRIS YOUNG /Lonely Eyes (RCA)	6325	546	1557	133	52	0		
8	9	📶 LEE BRICE /Drinking Class (Curb)	6291	285	1635	77	53	0		
10	10	📶 CHASE BRYANT /Take It On Back (Red Bow)	5993	261	1504	49	48	0		
12	11	📶 DARIUS RUCKER /Homegrown Honey (Capitol)	5720	411	1433	82	50	0		
11	12	📶 COLE SWINDELL /Ain't Worth The Whiskey (Warner Bros./WMN)	5672	306	1447	86	53	0		
17	13	📶 ZAC BROWN BAND /Homegrown (SouthrnGrnd/Varvatos/BMLG)	5347	1054	1367	232	53	1		
13	14	📶 DIERKS BENTLEY /Say You Do (Capitol)	5314	375	1353	104	52	0		
14	15	📶 LADY ANTEBELLUM /Freestyle (Capitol)	5036	108	1251	37	52	0		
15	16	JAKE OWEN /What We Ain't Got (RCA)	4880	-44	1219	-6	51	0		
21	17	📶 SAM HUNT /Take Your Time (MCA)	4257	1012	1120	265	50	2		
18	18	📶 TYLER FARR /A Guy Walks Into A Bar (Columbia Nashville)	4166	242	1090	49	51	0		
22	19	📶 MIRANDA LAMBERT /Little Red Wagon (RCA)	3587	466	897	107	49	1		
19	20	📶 KRISTIAN BUSH /Trailer Hitch (Streamsound)	3579	116	890	31	49	1		
23	21	📶 A THOUSAND HORSES /Smoke (Republic Nashville)	3429	540	866	137	50	2		
25	22	📶 KEITH URBAN f/ERIC CHURCH /Raise 'Em Up (Capitol)	3367	790	876	177	51	3		
24	23	📶 ERIC PASLAY /She Don't Love You (EMI Nashville)	2969	243	727	75	50	2		
26	24	📶 EASTON CORBIN /Baby Be My Love Song (Mercury)	2763	291	682	81	48	2		
28	25	📶 TIM MCGRAW /Diamond Rings And Old... (Big Machine)	2478	385	660	105	45	1		
27	26	📶 BILLY CURRINGTON /Don't It (Mercury)	2405	289	567	56	43	3		
30	27	📶 LITTLE BIG TOWN /Girl Crush (Capitol)	1965	182	462	37	42	1		
35	28	📶 KENNY CHESNEY w/GRACE POTTER /Wild Child (Blue Chair/Columbia)	1849	713	492	182	41	15		
29	29	📶 JOSH TURNER /Lay Low (MCA)	1823	2	453	2	40	1		
32	30	📶 BRAD PAISLEY /Crushin' It (Arista)	1810	249	464	85	38	8		

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LW	TW	Artist/Title (Label)	Points	+/-	Points	Plays	+/-	Plays	Stations	Adds
31	31	🔊 KELSEA BALLERINI /Love Me Like You Mean It (Black River)	1704	125	384	30	32	4		
34	32	🔊 REBA /Going Out Like That (Valory/Nash Icon)	1414	108	338	27	21	2		
33	33	🔊 RASCAL FLATTS /Riot (Big Machine)	1368	10	322	-14	34	0		
Re-Enter	34	🔊 JOE NICHOLS /Hard To Be Cool (Red Bow)	1359	381	327	91	33	1		
36	35	🔊 MICKEY GUYTON /Better Than You Left Me (Capitol)	1115	131	259	30	30	3		
44	36	🔊 KIP MOORE /I'm To Blame (MCA)	1029	398	287	85	24	5		
37	37	🔊 GLORIANA /Trouble (Emblem/Warner Bros./WAR)	1012	63	269	15	30	3		
38	38	🔊 DUSTIN LYNCH /Hell Of A Night (Broken Bow)	908	62	254	21	30	1		
41	39	🔊 CANAAN SMITH /Love You Like That (Mercury)	825	98	254	28	27	2		
39	40	🔊 JUSTIN MOORE /This Kind Of Town (Valory)	790	32	211	16	18	0		
45	41	🔊 BRANTLEY GILBERT /One Hell Of An Amen (Valory)	786	192	201	53	26	2		
43	42	🔊 MADDIE & TAE /Fly (Dot)	771	122	204	13	21	3		
53	43	🔊 CARRIE UNDERWOOD /Little Toy Guns (19/Arista)	703	452	197	122	20	13		
46	44	🔊 FRANKIE BALLARD /Young & Crazy (Warner Bros./WAR)	640	70	195	27	25	1		
48	45	🔊 AARON WATSON /That Look (HTK Records)	583	93	131	10	7	0		
47	46	🔊 THE SWON BROTHERS /Pray For You (Arista)	534	10	140	5	18	0		
50	47	🔊 MO PITNEY /Country (Curb)	495	80	97	22	13	2		
42	48	JON PARDI /When I've Been Drinkin' (Capitol)	491	-179	118	-50	16	0		
51	49	🔊 AUSTIN WEBB /All Country On You (Streamsound)	490	133	138	37	11	1		
49	50	🔊 RODNEY ATKINS /Eat Sleep Love You Repeat (Curb)	457	21	91	4	11	0		
52	51	🔊 CHASE RICE /Gonna Wanna Tonight (Columbia)	376	55	135	14	17	0		
54	52	🔊 BIG & RICH /Run Away With You (B&R/New Revolution)	273	44	93	13	10	4		
Debut	53	🔊 PARMALEE /Already Callin' You Mine (Stoney Creek)	237	145	96	29	11	4		
56	54	🔊 CRAIG WAYNE BOYD /My Baby's Got A Smile On... (Republic/Dot)	230	9	64	5	9	4		
55	55	🔊 BRIAN COLLINS /Never Really Left (Blue Light)	229	4	53	1	6	0		
59	56	🔊 RICKY GUNN /King Of This Town (New Canvas)	222	62	58	15	6	0		
Debut	57	🔊 BROOKLYHN WOODS /(When You Love A) Wild Thing (PGC/Nine North)	146	43	38	9	4	1		
60	58	🔊 JOSH DORR /Save Your Breath (RCA)	140	0	30	0	2	0		
Debut	59	🔊 CHUCK WICKS /Saturday Afternoon (Blaster)	135	0	36	0	5	0		
57	60	WILL HOGE /Middle Of America (Cumberland/Thirty Tigers)	120	-85	23	-23	2	0		

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