

THE *CCM* UPDATE

#1

Integrity Music Completes Initial Public Offering

INTEGRITY MUSIC, the Mobile, Alabama-based company known for its line of praise and worship music, has successfully completed an initial public offering of "Class A Common Stock." On July 1, 1.8 million shares, representing a 34 percent share of the company, were sold at \$9.00 each to various investors. Trading on the stock last week was relatively light, possibly indicating that many investors planned to retain their stock.

The offering is structured so that Integrity retains control of its Board of Directors and is designed to prevent a hostile takeover.

According to the prospectus, the proceeds of approximately \$14,316,000 will be used to "pay certain indebtedness, fund obligations under a stock purchase agreement, make distributions to certain stockholders of previously taxed earnings... and for general corporate purposes." Integrity Music was formed in 1987 when Michael Coleman and Edward Lindquist purchased the music operations of Integrity Communications from Charles Simpson Ministries. (Lindquist retired in 1992 and liquidated most of his equity in the company.) Integrity's original product line, Hosanna Music, has sold approximately 10 million units through a combination of direct marketing and trade sales. The line now includes 58 titles.

A new line, Scripture Memory Songs, sold over 600,000 units in 1993, its first full year. The company has also branched out with artist-oriented releases, notably Ron Kenoly (whose *Lift Him Up* album has sold nearly 400,000 units since its release in May 1992) and Susie Luchsinger, who represents Integrity's first foray into the country field. A presence in gospel music is planned, as are two new concept lines, Sing-a-Long Praise and Alleluia! Music.

Integrity is noted for its innovative continuity-type direct response program. In 1993, the company sold over 1.4 million units direct to consumers. Integrity has had an expanding presence in the retail market as well, with trade sales increasing from \$2.8 million in 1989 to \$8 million in 1993. Earlier this year Integrity announced plans to terminate its distribution agreement with Sparrow Distribution [*CCM Update*, 3/14/94], and field its own sales force beginning in September.

In 1993, Integrity derived 54.4 percent of its revenue from direct response and 29.6 percent from the retail market, compared to 75.8 percent from direct and 18.9 percent from retail in 1989. Other sources of revenue in 1993 were international sales (12.6 percent) and church/choral (3.4 percent).

According to the prospectus, Integrity posted revenues of \$29,127,000 for the 1993 calendar year, earning a pre-tax profit of \$3,840,000 (15.1 percent). For the quarter

Adult Contemporary

"Heaven in the Real World"

Steven Curtis Chapman • Sparrow

Inspirational

"I Want to Be Just Like You"

Phillips, Craig & Dean • Star Song

CHR

"Heaven in the Real World"

Steven Curtis Chapman • Sparrow

Album Sales

The Standard

Carman • Sparrow

ended March 31, 1994, the company's revenues were \$8,229,000, with pre-tax earnings of \$1,206,000 (17.3 percent).

Integrity's balance sheet shows assets of \$19,100,000 and liabilities of \$18,207,000 as of March 31, 1994. A pro-forma balance sheet indicating the effects of a successful public offering shows an increase of working capital (in thousands) from \$1,330 to \$8,610, a decrease in bank debt and notes payable from \$14,573 to \$5,463, and an increase in stockholders' equity from \$893 to \$11,594.

At presstime, Integrity President/CEO Michael Coleman was out of the country and unavailable for comment. ■

Christmas in July

'Young Messiah' Prepares for 1994 Tour

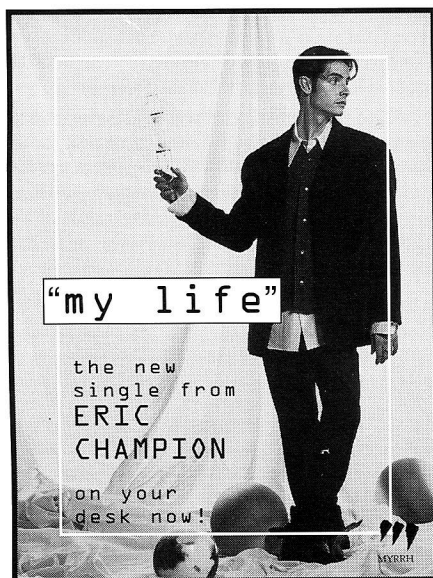
A PHOTO SHOOT last week in downtown Nashville brought together several of the top names in Christian music in preparation for this year's Young Messiah tour, one of the most highly attended holiday tours in the music industry at large.

The 1993 Young Messiah tour grossed over \$2.6 million and saw 170,000 attendees. And it was also last year that the Gospel Music Association presented the tour with an Impact Award for its contribution in spreading the news about contemporary Christian music. The partnership between the 1993 Young Messiah tour and World Vision brought sponsorships to over 2500 children, and the tour donated \$50,000 to the

organization which provided over 100,000 meals to needy children. Kris Thompson, artist relations manager for World Vision, was on hand at the photo shoot to personally thank the artists involved in the tour and to express excitement for this year's possibilities through their partnership.

For the 1994 tour, veteran members include conductor Ralph Carmichael, Sandi Patti (who serves as co-host), 4HIM, Steve Green, Carman, First Call (studio singer Lisa Glasgow will join for this tour only), Twila Paris and Wayne Watson. First time participants in the tour this year are Clay Crosse, Ron Kenoly, Point of Grace, Wes King, Babbie Mason and author/speaker Max Lucado, who will be serving as the

(Continued on page 2)



Out and About...

- **Vineyard Ministries International** General Manager **Steven Zarit** has announced he will be retiring immediately due to ongoing health difficulties. Zarit has been a part of the organization for the past eight years managing the record company (**Vineyard Music Group**), conferencing division, mail order department and bookstore. Effective immediately, **Chris Wimber**, son of Vineyard founder John Wimber, will assume the general manager position of VMI. Chris has been employed by VMI for the past 12 years in various positions, most recently as producer and engineer for Vineyard Music Group and New Breed for the past three years....
- Among the **Gold** and **Platinum** Album certifications from the **RIAA** for the month of June '94 are **DC Talk's Nu Thang**, released 9/1/90 and certified Gold 6/6, and **Take 6's** self-titled debut album, released 3/8/88 and certified Platinum 6/10....
- **The Parable Group** has signed on as one of three major sponsors for "America's Christian Music Awards," which will be broadcast on **The Family Channel** September 18. Parable Group stores will be the exclusive Christian retail sponsor for the event. Performers and presenters are expected to be announced soon....
- Congratulations to **Steven Curtis Chapman**, who tops both our AC and CHR chart this week, amassing a perfect score of 100 points, with 100 percent of each format's stations in heavy rotation.

Erratum

In last week's issue (7/4), "Hey Now" by Amy Grant from her *Songs From the Loft* project was named the Highest Gainer on our Adult Contemporary chart. The distinction belonged to the latest single from Point of Grace, "Faith, Hope and Love," which gained 20.72 points, and jumped from #30 to #17 on the chart.

In addition, the song "Hero of the Faith" was credited to Newsboys in our Most Adds for the Inspirational chart last week. The song is performed by NewSong. Our apologies for any confusion these errors have caused.

Young Messiah

(Continued from page 1)

tour pastor and co-host with Patti.

Norman Miller, tour creator and producer, noted that the biggest and perhaps most important change in this year's tour was the addition of a tour pastor. "I'm excited for a number of reasons. I feel that Max [Lucado] can definitely add something major to the tour itself. He's very flexible and adaptable, and I think he's going to be a great co-host with Sandi. I think he's going to sum up the evening very well, and he's going to introduce the 'Messiah' half with some facts that most people won't know about Handel and 'Messiah.'"

In addition to his role during the concerts, Lucado will serve as a minister to the artists. Said Miller, "In the past we've always just had the artists leading devotions. I think there's a real danger of artists being lone rangers because they are away every Sunday. We just felt this was an incredible opportunity for people to get fed, to be held accountable on the tour, and to have someone who can really have an influence on their lives."

Lucado said, "I really think this tour is so unique and so novel that it's an honor to be invited to participate. I'm really excited about it. We'll have an evening devotional time where we'll have a time of worship, a time of prayer and a time of Bible study. Then [I plan] to just be available to be a friend to the artists. One of the inherent difficulties of being a musician is that you travel so much you don't have time to be with the local church. There's really no way to prevent that, so my job is to be available for that two week period. We'll just let God use it like He wants."

When asked if the tour would experience any backlash from the Michael English story earlier this year (English has been a big part of past tours), Miller said he thought The Young Messiah tour would not be affected. "I think that, like everything that happens in life, we have to learn from it. One would love to always change things, but you can't change things that are in the past so you just have to learn for the future. I think that's something we're definitely trying to do, but I don't really expect to see any fallout from it."

Last year brought several changes to the tour with the re-recording of *The Young Messiah* project. Miller said, "It's a lot better

musically [over the first record]. The first time nobody knew what it was going to do, and the second time it had proved itself so I had four times the budget. I think that shows itself in the record and in the actual live performance. There are a lot of major show stopper songs. When Steve Green does 'I Know My Redeemer Liveth,' it's just impossible to continue the program as normal because it's so dramatic. I think there are several songs on the tour that definitely have that effect."

Miller said that the many new faces involved in this year's tour will also bring a new level of interest. "I think it is exciting to see some new faces. During the first half of the show, the songs are going to be different because we have a lot of different artists who'll be doing carols that have never been done before."

Twila Paris, who will be making her third appearance on *The Young Messiah* tour, said, "The tour from my perspective is going to be quite different because we have more new people along than we ever have. There's really a new level of excitement because of that."

As an artist, Paris said the addition of a tour pastor is important and necessary. "I'm looking forward to that as much as anything on the tour because I had the privilege of hearing Max and have read several of his books, and I'm always really fed and inspired. From my personal experience, it makes a huge difference. When you're out on the road, you really are giving out in a fairly intense way. It's good to fellowship and encourage one another, but it's really great to have someone to come out [specifically] to share with you and to lift you all up and give you a new frame of reference as a group."

New tour member Wes King agreed. "I'm excited. I think it's going to be a lot of fun, and I look forward to getting to know some of the artists on a personal level. I've read four or five of [Lucado's] books and have really enjoyed them. It'll be neat to get to know the guy behind the book."

The tour will be playing 12 dates this year, and a finished schedule is expected sometime in the middle of August. A special "Good Morning America" message will air on the ABC morning news program of the same name over Thanksgiving on behalf of the tour and World Vision.

—April Hefner



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NEW MEXICO

Farmington KPCL-FM

NORTH DAKOTA

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Minot KHRT-AM
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WEST VIRGINIA

Moundsville WRKP-FM

Production of



and



For clearance info call 214/831-1920.

THE CCM UPDATE ALBUM SALES

MO	LM	TM	TITLE, Artist Label (Distributor)
9	2	1	THE STANDARD , Carman Sparrow (Sparrow)
9	5	2	THE FIRST DECADE 1983-1993 , Michael W. Smith Reunion (Word)
10	6	3	SONGS FROM THE LOFT , Various Reunion (Word)
7	1	4	BEYOND A DREAM , Twila Paris Star Song (Star Song)
7	3	5	POINT OF GRACE , Point of Grace Word (Word)
20	7	6	FREE AT LAST , DC Talk ForeFront (Star Song)
4	12	7	LIFELINE , Phillips, Craig & Dean Star Song (Star Song)
5	8	8	ALLEGIANCE , Ray Boltz Word (Word)
4	16	9	MICHAEL SWEET , Michael Sweet Benson (Benson)
—	—	10	THE LIGHT INSIDE , Gary Chapman Reunion (Word)
5	4	11	JOY IN THE JOURNEY , Michael Card Sparrow (Sparrow)
5	9	12	WHERE MERCY BEGINS , Steve Green Sparrow (Sparrow)
28	11	13	MOMENTS FOR THE HEART , Ray Boltz Word (Word)
—	—	14	CROSS MY HEART , Greg Long Myrrh/Pakaderm (Word)
9	26	15	EVOLUTION , Geoff Moore & The Distance ForeFront (Star Song)
4	25	16	MY PLACE IS WITH YOU , Clay Crosse Reunion (Word)
6	21	17	DON'T CENSOR ME , Audio Adrenaline ForeFront (Star Song)
7	17	18	AMERICA'S 25 FAVORITE PRAISE & WORSHIP CHORUSES , Don Marsh Brentwood (Brentwood)
9	37	19	A LITURGY, A LEGACY AND A RAGAMUFFIN BAND , Rich Mullins Reunion (Word)
22	22	20	THE BASICS OF LIFE , 4HIM Benson (Benson)
4	18	21	PETRA POWER PRAISE , Petra Star Song (Star Song)
5	10	22	GOD IS ABLE , Ron Kenoly Hosanna! (Sparrow)
9	23	23	SUSAN ASHTON , Susan Ashton Sparrow (Sparrow)
6	19	24	AMERICA'S 25 FAVORITE PRAISE & WORSHIP CHORUSES 2 , Don Marsh Brentwood (Brentwood)
3	24	25	BEYOND ALL THE LIMITS , Larnelle Harris Benson (Benson)
—	—	26	A LIFE THAT SHOWS , Promise Keepers Sparrow (Sparrow)
4	13	27	DIAMOND DAYS , Out of the Grey Sparrow (Sparrow)
3	29	28	KIRK FRANKLIN AND THE FAMILY , Kirk Franklin GospoCentric (Sparrow)
10	34	29	SOUTHERN GOSPEL CLASSICS , Gaither Vocal Band Benson (Benson)
4	*	30	EAST TO WEST , East to West Benson (Benson)
7	32	31	GOLDIE'S LAST DAY , PFR Vireo (Sparrow)
4	31	32	MATTERS OF THE HEART , Commissioned Benson (Benson)
3	20	33	MIRACLES , Dino Benson (Benson)
10	35	34	THE LIVE ADVENTURE , Steven Curtis Chapman Sparrow (Sparrow)
8	38	35	WAKE UP CALL , Petra Word (Word)
3	39	36	MERCY , Andraé Crouch Warner Alliance (Sparrow)
3	43	37	THE DOOR , Charlie Daniels Sparrow (Sparrow)
6	*	38	REASONS , Al Denson Benson (Benson)
22	33	39	LIFT HIM UP , Ron Kenoly Hosanna! (Sparrow)
16	36	40	THE ABSOLUTE BEST , Carman Sparrow (Sparrow)
8	*	41	ACAPPELLA HYMNS , Glad Benson (Benson)
3	15	42	SILVER ANNIVERSARY CELEBRATION , Various Arrival (K-Tel)
—	—	43	WELCOME RACE FANS , Dakota Motor Co. Myrrh (Word)
—	—	44	COLORBLIND , John P. Kee Star Song (Star Song)
19	49	45	NOT ASHAMED , Newsboys Star Song (Star Song)
—	—	46	A & V , Angelo & Veronica Benson (Benson)
—	—	47	JOIN THE BAND , Take 6 Warner Alliance (Sparrow)
24	41	48	THE GREAT ADVENTURE , Steven Curtis Chapman Sparrow (Sparrow)
—	—	49	PROMISE KEEPERS LIVE , Promise Keepers Maranatha! (Benson)
—	—	50	NECESSARY MEASURES , Dawkins & Dawkins Benson (Benson)

The CCM "Album Sales" chart is based on reports from selected Christian retail outlets in the U.S. The rankings are based upon total units of each title reported sold during the month of June 1994 and includes LP's cassettes and compact discs. This listing may not be reproduced in any manner without the express written permission of CCM Communications, Inc. ("*" = Re-entry, "—" = Ne Entry, "MO" = Month on Chart, "LM" = Position Last Month, "TM" = Position This Month.)

THE CCM UPDATE CHRISTIAN HIT RADIO

WO	LW	TW	TITLE	Artist	Pts	Chg	%On	%A	%H	%M	%L
6	1	1	HEAVEN IN THE REAL WORLD	Steven Curtis Chapman Sparrow • Steven Curtis Chapman	100.00	0.00	100%	0%	100%	0%	0%
8	3	2	TONIGHT	Ji Lim Intersound • Ji Lim	93.48	0.00	100%	0%	87%	7%	7%
4	5	3	HOW LONG	Greg Long w/Margaret Becker Myrrh/Pakadern • Connie Harrington, Joe Beck	93.48	10.01	100%	0%	80%	13%	7%
8	4	4	WAIT FOR THE SUN	PFR Vireo • Joel Hanson	88.73	0.00	93%	0%	87%	7%	0%
4	6	5	RAIN DOWN A FIRE	Benjamin Star Song • Suzanne Gaither Jennings, Benjamin Gaither	86.51	11.29	93%	0%	73%	20%	0%
5	8	6	HERE I AM	Rebecca St. James ForeFront • Rebecca St. James, Bill Deaton, Eric Champion	83.95	15.23	93%	3%	67%	20%	7%
11	2	7	PRINCE OF PEACE	East to West Benson • David O'Brien, Regie Hamm	82.22	-13.02	87%	0%	73%	13%	0%
3	15	8	IF I KNOW YOU	Out of the Grey Sparrow • Christine Dente, Scott Dente, Charlie Peacock	76.51	18.62	93%	0%	47%	47%	0%
3	7	9	ON MY KNEES	Scott Springer Pakadern • John Elefante, Dino Elefante, Scott Springer	76.49	7.77	100%	7%	47%	47%	7%
4	10	10	THE CROSS	World Wide Message Tribe N' Soul • Mark Pennells, Zarc Porter	75.70	10.82	80%	0%	53%	20%	7%
3	13	11	HEAVEN OF MY HEART	White Heart Star Song • Mark Gersmehl, Billy Smiley	73.49	12.57	87%	0%	53%	33%	0%
5	12	12	SAVANNAH	Brett Williams & In Reach Star Song • Brett Williams, David Zaffiro	66.19	5.24	73%	0%	60%	13%	0%
3	22	13	BIGGEST PART OF ME	Take 6 Warner Alliance • David Pack, Alvin Chea, Claude V. McKnight	62.66	24.27	87%	13%	27%	40%	20%
7	11	14	LIVING WATER	Idle Cure Salt Music • Pete Lomakin, Steve Shannon	54.90	-7.79	73%	0%	33%	27%	13%
7	9	15	CREED	Rich Mullins Reunion • Rich Mullins, Beaker	52.69	-12.55	73%	0%	27%	40%	7%
—	—	16	WE CAN LIVE TOGETHER	Cindy Morgan Word • Cindy Morgan, Mark Hammond	50.91	15.09	87%	10%	7%	53%	27%
13	14	17	YOU'RE ALL I NEED	The Kry Freedom • Jean-Luc Lajoie	48.87	-9.53	60%	0%	27%	20%	13%
—	—	18	I WILL BE FAITHFUL	Two Hearts Star Song • Brian Tankersley, Rick Crawford	47.10	13.82	67%	7%	20%	27%	20%
10	21	19	I CALL YOUR NAME	Clay Crosse Reunion • Peter Bunetta, Rich Chudacoff, Scott Cross	46.67	3.02	53%	3%	27%	27%	0%
6	17	20	SWEET GLOW OF MERCY	Gary Chapman Reunion • Gary Chapman	44.58	-6.04	53%	0%	40%	7%	7%
2	23	21	ALL THIS AND HEAVEN TOO	Michael Sweet Benson • Michael Sweet, Gregg Fulkerson	43.64	6.05	60%	0%	27%	27%	7%
9	18	22	FIRST LOVE	Legend Seven Word • Darrell Brown, Andy Denton, Mike Jacobs, David Batteau	41.90	-6.99	53%	0%	27%	27%	0%
—	—	23	TWO HEARTS ONE LOVE	Kid Promise Star Song • Kyle Dietz, Steve Griffith	37.61	4.75	53%	7%	27%	20%	7%
2	25	24	TRUTH	Dakota Motor Co. Myrrh • Peter King, Davia Vallesillo, Derik Toy, Chuck Cummings	37.61	1.74	47%	3%	20%	20%	7%
13	16	25	I WILL BE WITH YOU	Margaret Becker Sparrow • Margaret Becker, Charlie Peacock	35.39	-21.27	53%	0%	13%	33%	7%

Most Adds AC

1. Good Life, Bruce Carroll 14
2. Open My Heart, Cheri Keaggy 11
3. My Life is in Your Hands, Eric Champion 11
4. Every Little Step, David Meece 10
5. Teach Me to Love, Larnelle Harris & Steve Green 9
6. Sisters, Sisters Choir 8
7. Say What You Say, Wayne Watson 8
8. I Will Be Faithful, Two Hearts 8
9. Hero of the Faith, NewSong 7
10. Biggest Part of Me, Take 6 7

The following stations did not report and their charts were frozen: WRTP, WRCM, KNLE.

Most Adds INSP

1. Unimportant Things, Paul Smith 4
2. Walk on Water, Dallas Holm 3
3. Come to Me, Tanya Goodman Sykes 3

The following station did not report and its chart was frozen: KJLY.

Most Adds CHR

1. Open My Heart, Cheri Keaggy 4
2. Biggest Part of Me, Take 6 4
3. We Can Live Together, Cindy Morgan 3

The following stations did not report and their charts were frozen: WYSZ, WGFT.

THE CCM UPDATE INSPIRATIONAL

WO	LW	TW	TITLE	Artist	Pts	Chg	%On	%A	%H	%M	%L
5	3	• 1	I WANT TO BE JUST LIKE YOU	Phillips, Craig & Dean Star Song • Dan Dean, Joy Becker	98.69	7.86	100%	0%	93%	7%	0%
8	1	2	WE TRUST IN THE NAME OF THE LORD	Steve Green Sparrow • Steven Curtis Chapman	96.07	0.00	100%	0%	93%	7%	0%
7	4	• 3	MY LIFE IS IN YOUR HANDS	Kathy Troccoli Reunion • Kathy Troccoli, Bill Montvillo	91.19	3.93	93%	0%	80%	13%	0%
12	2	4	NEITHER WILL I	Twila Paris Star Song • Twila Paris	76.30	-17.50	87%	0%	80%	0%	7%
4	5	• 5	TEACH ME TO LOVE	Larnelle Harris & Steve Green Sparrow • Steve Green, Larnelle Harris	72.61	8.81	93%	3%	47%	40%	7%
2	22	• 6	HERO OF THE FAITH	NewSong Benson • Eddie Carswell, Leonard Ahlstrom	55.94	22.90	80%	7%	7%	67%	7%
8	8	• 7	FOR THIS IS GOD	Kelly Willard Hosanna! • Steven V. Taylor	55.83	3.93	60%	0%	53%	7%	0%
10	7	• 8	EVEN IF	Dawn Smith Jordan Heart & Soul • Dawn Smith Jordan, Gary Davis	55.11	1.31	60%	0%	33%	20%	7%
8	9	9	I KNOW, I KNOW	Mark Lowry Word • Karla Worley	50.00	-1.55	53%	0%	53%	0%	0%
3	14	• 10	HEAVEN IN THE REAL WORLD	Steven Curtis Chapman Sparrow • Steven Curtis Chapman	46.07	3.93	47%	0%	40%	7%	0%
2	20	• 11	MY SOUL SINGS	Amy Roth Genesis • Ty Lacy, Dwight Liles, John Mandeville, Amy Roth	44.49	7.84	60%	7%	33%	7%	20%
5	12	12	BORN TO WORSHIP	Lenny LeBlanc Integrity • Lenny LeBlanc	42.86	0.00	53%	0%	53%	0%	0%
2	19	• 13	THE CROSS ROAD	Brian Barrett Star Song • Brian Barrett, Steve Dickerson	40.83	3.93	60%	0%	33%	27%	0%
10	6	14	UNTO YOU LORD	Coram Deo II w/Charlie Peacock Sparrow • Douglas Kaine McKelvey, Charlie Peacock	40.48	-14.64	53%	0%	20%	33%	0%
6	18	15	CREED	Rich Mullins Reunion • Rich Mullins, Beaker	40.24	0.00	47%	0%	33%	13%	0%
5	10	16	PEOPLE KEEP WRITING HIM SONGS	Truth Integrity • Phill McHugh	39.88	-10.72	40%	0%	27%	13%	0%
2	24	• 17	HOW LONG	Greg Long w/Margaret Becker Myrrh/Pakaderm • Connie Harrington, Joe Beck	38.93	7.86	40%	0%	20%	20%	0%
—	—	• 18	COME TO ME	Tanya Goodman Sykes Star Song • Debbie McNeil, Cathy Spurr, Dave Spurr	38.88	12.00	60%	10%	7%	27%	27%
4	16	19	LOVE NEVER LOOKED LIKE THIS	Allison Durham Star Song • Geoff Thurman, Michael Puryear, Dave Clark	38.56	-2.63	47%	3%	20%	20%	7%
9	13	20	IF YOU COULD SEE WHAT I SEE	Geoff Moore & The Distance ForeFront • Geoff Moore, Steven Curtis Chapman	37.61	-5.25	53%	3%	33%	13%	7%
—	—	• 21	ALL EMBRACING LOVE	Damaris Carbaugh Discovery House Music • John Daniels	37.26	8.70	40%	3%	20%	20%	0%
4	21	• 22	EL SHADDAI	Michael Card Sparrow • Michael Card, John Thompson	36.31	1.92	47%	0%	27%	20%	0%
—	—	• 23	HOLY IS THE LORD	Mylon LeFevre Star Song • Larry Rust, Scott Allen, Mylon LeFevre	34.96	6.44	67%	3%	7%	33%	27%
14	11	24	BEYOND ALL THE LIMITS	Larnelle Harris Benson • Bill Cuomo, Robert White Johnson, Larnelle Harris	33.69	-11.07	53%	0%	20%	33%	0%
2	23	• 25	LOVE WILL	Michael James Reunion • Connie Harrington, Carolyn Arends	33.68	1.31	47%	0%	20%	20%	7%

The CCM Update Charts

The CCM Update airplay charts are compiled from programming information submitted by selected Christian radio stations (Reporters) in the United States. The "CCM 25," "Adult Contemporary," "Inspirational" and "CHR" charts are based on song rotation patterns as reported by programmers. Reporters are grouped into tiers according to market size. AC and Insp. contain 3 tiers and CHR contains two. The "CCM 25" chart combines all Reporters to the "Adult Contemporary," "Inspirational" and "CHR" charts. The "Rock" charts are based on chart listings and playlists submitted by stations, shows and syndicated programs.

WO (Weeks On) shows how long the song has been on that chart; LW (Last Week) or LC (Last Chart) shows the song's previous position. A bullet represents gain in total points over previous period. "Pts" represents the percentage of total possible points a song has received. ("Heavy" rotation or #1 position from every Reporter would result in 100 points.) "Chg" is the gain or loss (-) in points from the previous chart. "%On" represents the percentage of Reporters reporting the

song. "%A" is the percentage of Reporters adding the song this time. "%H" "%M" "%L" shows the percentage of Reporters who have the song in "Heavy," "Medium" or "Light" rotations. The "Highest Debut" is the song that enters that chart at the highest position. The "Highest Gainer" is the non-debut song that has gained the most points on that chart. All charts copyright © 1994 by CCM Communications. These listings may not be reproduced in any manner without the express written permission of CCM Communications.

Reporting Adult Contemporary Stations: Tier One: KCMS, KLT, KLYR, KSB, WCBW, WMUZ, WVEJ, WWDJ, WZZD, Morning Star. **Tier Two:** KADI, KFSG, KLYN, KNIL, KSLR, KTLI, KXOJ, WABS, WBSN, WDJC, WDYL, WHLO, WJIE, WJIS, WJQK, WLFJ, WLUX, WNLT, WWCM, WWEV, WQCK. **Tier Three:** KGNZ, KLVV, KNLE, KNLR, KOBC, KTFA, KYCR, WBFJ, WBGL, WCFY, WCIC, WCVK, WGCA, WGGN, WHJT, WHME, WNAZ, WNDA, WPSM, WQFL, WRCM, WRTD, WWWR, WXPZ, WYLO, WZLE.

Reporting CHR Stations: Tier One: Word In Music, KDBX, KLRD, KLYT, WAYJ. **Tier Two:** KDUV, KGMS, KQCS, WAYM, WBRG, WCIE, WGFT, WJTL, WNCM, WYSZ.

Reporting Inspirational Stations: Tier One: KCBI, KCCS, WFRN, WMCU, WONU. **Tier Two:** KJIL, WMHK, WSOR. **Tier Three:** KCJH, KCVO, KJLY, KLFJ, WAFR, WGRG, WIBI.

Reporting Rock stations & shows: KCLC (Crossroads), KGOT, KLYT, KOKF (Power Rock), KRDS, KYTT, Reality Rock, WBRG, WCIL (Jesus Solid Rock), WCLQ (89-Q), WCWP, WDYL, WHLO, WKLQ (Wakeup Call), WNNN (Star Rock), WNLT, WNYK, WROQ, WTUC, WVBC, WWCM, WVEV (Power Source), WXTQ (Sunday Offering), WZLE.

THE CCM UPDATE

ADULT CONTEMPORARY

WO	LW	TW	TITLE	Artist	Pts	Chg	%On	%A	%H	%M	%L
7	2	• 1	HEAVEN IN THE REAL WORLD	Steven Curtis Chapman Sparrow • Steven Curtis Chapman	100.00	1.12	100%	0%	100%	0%	0%
8	1	2	MY LIFE IS IN YOUR HANDS	Kathy Troccoli Reunion • Kathy Troccoli, Bill Monivillo	98.88	-0.75	100%	0%	96%	4%	0%
9	3	3	SWEET GLOW OF MERCY	Gary Chapman Reunion • Gary Chapman	96.09	-2.41	98%	0%	93%	5%	0%
6	5	• 4	HOW LONG	Greg Long w/Margaret Becker Myrrh/Pakaderm • Connie Harrington, Joe Beck	94.22	4.87	98%	0%	89%	9%	0%
6	7	• 5	I WANT TO BE JUST LIKE YOU	Phillips, Craig & Dean Star Song • Dan Dean, Joy Becker	86.97	2.90	95%	0%	75%	16%	4%
9	6	6	BORN TO WORSHIP	Lenny LeBlanc Integrity • Lenny LeBlanc	86.42	-2.05	89%	1%	77%	11%	2%
5	9	• 7	HERE I AM	Rebecca St. James ForeFront • Rebecca St. James, Bill Deaton, Eric Champion	83.94	6.30	96%	1%	63%	32%	2%
4	11	• 8	IF I KNOW YOU	Out of the Grey Sparrow • Christine Dente, Scott Dente, Charlie Peacock	82.00	16.10	93%	2%	56%	35%	2%
9	4	9	CREED	Rich Mullins Reunion • Rich Mullins, Beaker	79.93	-13.20	86%	0%	74%	11%	2%
9	8	10	WE TRUST IN THE NAME OF THE LORD	Steve Green Sparrow • Steven Curtis Chapman	74.69	-8.10	82%	0%	63%	19%	0%
8	10	11	SUMMER SOLSTICE	Susan Ashton Sparrow • Wayne Kirkpatrick	74.42	0.00	86%	0%	63%	23%	0%
6	12	• 12	RAIN DOWN A FIRE	Benjamin Star Song • Suzanne Gaiher Jennings, Benjamin Gaiher	67.61	11.43	84%	4%	47%	35%	2%
4	15	• 13	HEY NOW	Songs From the Loft w/Amy Grant Reunion • Wes King, Amy Grant	65.68	14.29	86%	4%	33%	40%	12%
3	17	• 14	FAITH, HOPE & LOVE	Point of Grace Word • Ty Lacy, Kevin Stokes	63.67	15.36	93%	5%	21%	58%	14%
8	13	• 15	THE CROSS ROAD	Brian Barrett Star Song • Brian Barrett, Steve Dickerson	58.94	4.46	70%	2%	40%	26%	4%
5	14	• 16	SAY SO	Andraé Crouch Warner Alliance • Andraé Crouch	56.42	3.41	63%	3%	30%	26%	7%
7	19	• 17	LOVE WILL	Michael James Reunion • Connie Harrington, Carolyn Arends	55.13	6.98	65%	1%	42%	19%	4%
4	23	• 18	TEACH ME TO LOVE	Larnelle Harris & Steve Green Sparrow • Steve Green, Larnelle Harris	50.74	10.85	77%	8%	18%	40%	19%
3	25	• 19	BIGGEST PART OF ME	Take 6 Warner Alliance • David Pack, Alvin Chea, Claude V. McKnight III	46.74	10.53	70%	6%	14%	42%	14%
7	21	• 20	LOVE NEVER LOOKED LIKE THIS	Allison Durham Star Song • Geoff Thurman, Michael Puryear, Dave Clark	43.51	3.06	65%	4%	18%	35%	12%
3	27	• 21	HERO OF THE FAITH	NewSong Benson • Eddie Carswell, Leonard Ahlstrom	40.97	9.26	65%	6%	7%	46%	12%
3	28	• 22	I WILL BE FAITHFUL	Two Hearts Star Song • Brian Tankersley, Rick Crawford	40.64	10.25	65%	7%	12%	33%	19%
3	30	• 23	EVERY LITTLE STEP	David Meece Star Song • David Meece, Dwight Liles, Deborah Meece	35.84	9.08	61%	9%	9%	28%	25%
11	20	24	PRINCE OF PEACE	East to West Benson • David O'Brien, Regie Hamm	35.39	-7.42	42%	0%	19%	18%	5%
12	18	25	NEITHER WILL I	Twila Paris Star Song • Twila Paris	32.03	-16.16	42%	0%	16%	21%	5%
2	35	• 26	MY LIFE IS IN YOUR HANDS	Eric Champion Myrrh • Eric Champion	30.92	10.65	58%	10%	0%	30%	28%
13	16	27	I CALL YOUR NAME	Clay Crosse Reunion • Peter Bunetta, Rich Chudacoff, Scott Cross	27.51	-23.47	35%	0%	18%	14%	4%
10	22	28	SOLD OUT	Helen Baylor Word • Helen Baylor, Logan Reynolds	25.27	-15.10	32%	0%	14%	16%	2%
—	—	• 29	GOOD LIFE	Bruce Carroll Word • Bruce Carroll, Leonard Ahlstrom, Mak Kaylor	22.25	14.48	42%	12%	2%	16%	25%
2	37	• 30	UNIMPORTANT THINGS	Paul Smith Intersound • Geoff Thurman, Lowell Alexander	22.23	6.11	44%	5%	0%	19%	25%
13	26	31	GIVE YOUR LIGHT A WAY	Babbie Mason Word • Babbie Mason, Cheryl Rogers	20.37	-14.83	28%	0%	9%	14%	5%
12	24	32	WHATEVER HAPPENED TO LOVE	Billy Sprague Benson • Billy Luz Sprague	18.25	-18.99	25%	0%	9%	7%	9%
6	34	33	THE LORD'S PRAYER	Steve Camp Warner Alliance • Steve Camp, Michael Omartian	17.33	-3.61	26%	1%	12%	7%	7%
—	—	• 34	USE ME	Bob Carlisle Sparrow • Bob Carlisle, Sam Scott, Bill Deaton, Blair Masters	17.32	7.88	32%	4%	7%	14%	11%
9	33	35	EVERY BLESSING	Ron Hemby Hosanna! • Don Harris	16.56	-4.74	26%	0%	5%	19%	2%
—	—	• 36	WE CAN LIVE TOGETHER	Cindy Morgan Word • Cindy Morgan, Mark Hammond	16.00	2.86	33%	3%	2%	19%	12%
4	39	• 37	PEOPLE KEEP WRITING HIM SONGS	Truth Integrity • Phill McHugh	15.67	1.12	21%	1%	12%	4%	5%
13	29	38	IF YOU COULD SEE WHAT I SEE	Geoff Moore & The Distance ForeFront • Geoff Moore, Steven Curtis Chapman	15.47	-12.51	21%	0%	7%	9%	5%
3	40	39	LORD, I LOVE YOU	Carman Sparrow • Carman	13.22	-0.21	25%	1%	5%	16%	4%
13	32	40	WHEN LOVE CALLS YOU HOME	Commissioned Benson • Fred Hammond, Ty Lacy, Bryan Lenox	12.96	-9.54	18%	0%	5%	11%	2%

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