

HEARTLAND FINANCIAL USA INC  
Form 4  
August 09, 2007

**FORM 4**

UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

OMB APPROVAL

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Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
ERICKSON KENNETH J

2. Issuer Name and Ticker or Trading Symbol  
HEARTLAND FINANCIAL USA INC [HTLF]

5. Relationship of Reporting Person(s) to Issuer  
(Check all applicable)

(Last) (First) (Middle)  
1398 CENTRAL AVE.  
(Street)

3. Date of Earliest Transaction (Month/Day/Year)  
08/09/2007

\_\_\_\_ Director \_\_\_\_\_ 10% Owner  
 Officer (give title below) \_\_\_\_\_ Other (specify below)  
EVP, Chief Credit Officer

DUBUQUE, IA 52001

4. If Amendment, Date Original Filed(Month/Day/Year)

6. Individual or Joint/Group Filing(Check Applicable Line)  
 Form filed by One Reporting Person  
 Form filed by More than One Reporting Person

(City) (State) (Zip)

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

| 1. Title of Security (Instr. 3) | 2. Transaction Date (Month/Day/Year) | 2A. Deemed Execution Date, if any (Month/Day/Year) | 3. Transaction Code (Instr. 8) | 4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) | 5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4) | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 7. Nature of Indirect Beneficial Ownership (Instr. 4) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|---|
|                                 |                                      |  | Code                           | V   | Amount  | (A) or (D)   | Price   |
| Common Stock                    | 08/09/2007                           |  | M                              |   | 24,000  | A  | \$ 9.83   |
| Common Stock                    |                                      |  |                                |   | 114,081 <sup>(3)</sup>  | D  |   |
| Common Stock                    |                                      |  |                                |   | 2,604   | I  | 401(k)  |
| Common Stock                    |                                      |  |                                |   | 69,875 <sup>(2)</sup>   | I  | Spouse  |
| Common Stock                    |                                      |  |                                |   | 6,151 <sup>(4)</sup>  | I  | HTLF Retirement Plan                                  |

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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(9-02)

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned**  
(e.g., puts, calls, warrants, options, convertible securities)

| 1. Title of Derivative Security (Instr. 3) | 2. Conversion or Exercise Price of Derivative Security | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if any (Month/Day/Year) | 4. Transaction Code (Instr. 8) | 5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5) | 6. Date Exercisable and Expiration Date (Month/Day/Year) | 7. Title and Amount of Underlying Security (Instr. 3 and 4) | Amount or Number of Shares |                            |
|--|--|--------------------------------------|--|--------------------------------|---|--|---|----------------------------|----------------------------|
|  |  |                                      |  | Code                           | V (A) (D)   | Date Exercisable   | Expiration Date   | Title                      | Amount or Number of Shares |
| Non-Qualified Stock Option (Right to Buy)  | \$ 9.83  | 08/09/2007                           |  | M                              | 24,000  | (1) 01/02/2008   | Common Stock  | 24,000                     |                            |
| Non-Qualified Stock Option (Right to Buy)  | \$ 12  |                                      |  |                                |   | (1) 01/02/2009   | Common Stock  | 18,000                     |                            |
| Non-Qualified Stock Option (Right to Buy)  | \$ 12  |                                      |  |                                |   | (1) 01/17/2010   | Common Stock  | 4,500                      |                            |
| Non-Qualified Stock Option (Right to Buy)  | \$ 8.67  |                                      |  |                                |   | (1) 06/01/2011   | Common Stock  | 3,000                      |                            |
| Non-Qualified Stock Option (Right to Buy)  | \$ 8.8   |                                      |  |                                |   | (1) 01/15/2012   | Common Stock  | 2,200                      |                            |
| Non-Qualified Stock Option (Right to Buy)  | \$ 11.84   |                                      |  |                                |   | (1) 01/21/2013   | Common Stock  | 6,000                      |                            |
| Non-Qualified Stock Option (Right to Buy)  | \$ 19.48   |                                      |  |                                |   | (1) 01/20/2014   | Common Stock  | 4,000                      |                            |
| Non-Qualified Stock Option (Right to Buy)  | \$ 21  |                                      |  |                                |   | (1) 02/10/2015   | Common Stock  | 4,000                      |                            |
| Non-Qualified Stock Option (Right to Buy)  | \$ 21.6  |                                      |  |                                |   | (1) 02/06/2016   | Common Stock  | 2,000                      |                            |

|   |          |     |            |                 |     |
|---|----------|-----|------------|-----------------|-----|
| Non-Qualified<br>Stock Option<br>(Right to Buy) | \$ 29.65 | (1) | 01/16/2017 | Common<br>Stock | 2,0 |
|---|----------|-----|------------|-----------------|-----|

## Reporting Owners

| Reporting Owner Name / Address                               | Relationships |           |                           |       |
|--|---------------|-----------|---------------------------|-------|
|  | Director      | 10% Owner | Officer                   | Other |
| ERICKSON KENNETH J<br>1398 CENTRAL AVE.<br>DUBUQUE, IA 52001 |               |           | EVP, Chief Credit Officer |       |

## Signatures

/s/ Kenneth J.  
Erickson

08/09/2007

\*\*Signature of  
Reporting Person

Date

## Explanation of Responses:

- \* If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. *See* 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (1) Represents options to buy granted under the Company's 1993 Stock Option Plan, a Rule 16(b)(3) plan, which options vest one-third per year beginning on the 3rd anniversary of date of grant.
- (2) The reporting person disclaims beneficial ownership of these securities and this report shall not be deemed to be an admission that the reporting person is the beneficial owner of such securities for purposes of Section 16 or any other purpose.
- (3) Includes 8,000 Restricted Stock Awards granted under the 2005 Long-Term Incentive Plan.
- (4) Represents shares allocated to the reporting person's account under the Heartland Financial USA, Inc. Retirement Plan as a result of the Pension Plan Protection Act of 2006.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number.