

HEARTLAND FINANCIAL USA INC  
 Form 4  
 January 19, 2017

**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 \*  
 HORSTMANN DOUGLAS 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)  
 01/17/2017

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

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 Ownership (Instr. 4) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|-----------------------------------|
|                                 |                                      |  |                                | (A) or (D) Code V Amount (D) Price                                |   |  |                                   |
| Common Stock                    |                                      |  |                                |   | 15,720 <sup>(1)</sup>   | I  | 401(k)                            |
| Common Stock                    |                                      |  |                                |   | 27,000  | I  | Spouse's Trust <sup>(2)</sup>     |
| Common Stock                    |                                      |  |                                |   | 25,000  | I  | Trust <sup>(3)</sup>              |
| Common Stock                    |                                      |  |                                |   | 77,393  | I  | Trust <sup>(4)</sup>              |
| Common Stock                    | 01/17/2017                           |  | M                              | 652 A   | \$ 78,045<br>45.75  | I  | Trust <sup>(4)</sup>              |

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Common Stock      01/18/2017      M      1,043      A      \$ 46.4      79,088      I      Trust <sup>(4)</sup>

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

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**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 (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 Securities (Instr. 3 and 4) | 8. Amount or Number of Shares |
|--|--|--------------------------------------|--|--------------------------------|--|--|---|-------------------------------|
| 2012 Time-Based Restricted Stock           | (5)  |                                      |  |                                |  | (6)      (6)   | Common Stock  | 1,063                         |
| 2012 Time-Based Restricted Stock           | (5)  | 01/17/2017                           |  | F                              | 1,063  | (6)      (6)   | Common Stock  | 0                             |
| 2013 Time-Based Restricted Stock           | (5)  |                                      |  |                                |  | (7)      (7)   | Common Stock  | 1,500                         |
| 2014 Performance Based Restricted Stock    | (5)  |                                      |  |                                |  | (8)      (8)   | Common Stock  | 1,664                         |
| 2014 Performance Based Restricted Stock    | (5)  | 01/18/2017                           |  | F                              | 1,664  | (8)      (8)   | Common Stock  | 0                             |
|  | (5)  |                                      |  |                                |  | (9)      (9)   |   | 2,025                         |

|   |     |      |      |                 |               |
|---|-----|------|------|-----------------|---------------|
| 2014<br>Time-Based<br>Restricted<br>Stock                                   |     |      |      | Common<br>Stock |               |
| 2015<br>Performance<br>Based<br>Restricted<br>Stock                         | (5) | (10) | (10) | Common<br>Stock | 1,990         |
| 2015<br>Time-Based<br>Restricted<br>Stock                                   | (5) | (11) | (11) | Common<br>Stock | 2,050         |
| 2016<br>Performance<br>Based<br>Restricted<br>Stock (1-year<br>performance) | (5) | (12) | (12) | Common<br>Stock | 1,050<br>(13) |
| 2016<br>Performance<br>Based<br>Restricted<br>Stock (3-year<br>performance) | (5) | (14) | (14) | Common<br>Stock | 758           |
| 2016<br>Time-Based<br>Restricted<br>Stock                                   | (5) | (15) | (15) | Common<br>Stock | 1,429         |
| 2017<br>Time-Based<br>Restricted<br>Stock                                   | (5) | (16) | (16) | Common<br>Stock | 1,133         |

## Reporting Owners

| Reporting Owner Name / Address                                | Relationships |           |              |       |
|---|---------------|-----------|--------------|-------|
|   | Director      | 10% Owner | Officer      | Other |
| HORSTMANN DOUGLAS J<br>1398 CENTRAL AVE.<br>DUBUQUE, IA 52001 |               |           | EVP, Lending |       |

## Signatures

/s/ Douglas J.  
Horstmann

01/19/2017

\_\_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) Based on a plan statement dated August 2016
- (2) These shares are held by Karen M Horstmann Declaration of Trust dated 8/13/2011, Karen M Horstmann, Trustee
- (3) These shares are held by Douglas J Horstmann Declaration of Trust under agreement dated 8/13/2011, Douglas J Horstmann, Trustee
- (4) These shares are held by Doulgas J Horstmann Trust under agreement dated 8/13/2011 FBO Douglas J Horstmann Declaration of Trust
- (5) Each restricted stock unit represents a contingent right to receive one share of Issuer's common stock.
- (6) Of these restricted stock units, 1/3 vest on 1-17-2015, 1/3 vest on 1-17-2016, and 1/3 vest on 1-17-2017.
- (7) Of these restricted stock units, 1/3 vest on 1-22-2016, 1/3 vest on 1-22-2017, and 1/3 vest on 1-22-2018.
- (8) These restricted stock units vest on 1-18-2017 if certain performance measures are achieved by the Issuer.
- (9) Of these restricted stock units, 1/3 vest on 3-11-2017, 1/3 vest on 3-11-2018, and 1/3 vest on 3-11-2019.
- (10) These restricted stock units vest on 1-18-2018 if certain performance measures are achieved by the Issuer.
- (11) Of these restricted stock units, 1/3 vest on 1-20-2018, 1/3 vest on 1-20-2019, and 1/3 vest on 1-20-2020.
- (12) These restricted stock units vest on 1-19-2019 if certain performance measures are achieved by the Issuer.
- (13) Reflects the forfeiture of 465 shares granted but not earned in 2016 based on target performance metrics.
- (14) These restricted stock units vest in 2019 if certain performance measures are achieved by the Issuer.
- (15) Of these restricted stock units, 1/3 vest on 1-19-2017, 1/3 vest on 1-19-2018, and 1/3 vest on 1-19-2019.
- (16) Of these restricted stock units, 1/3 vest in 01-2018, 1/3 vest in 01-2019 and 1/3 vest in 01-2020.

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.