

Fuller Lynn Heitz  
Form 4  
January 23, 2018

**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 \*  
Fuller Lynn Heitz

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)  
01/19/2018

\_\_\_\_ Director \_\_\_\_\_ 10% Owner  
 Officer (give title below) \_\_\_\_\_ Other (specify below)  
Retail Banking Director, SVP

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) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|-----------------------------------|
|                                 |                                      |  | Code                           | V   | Amount  | (A) or (D)   | Price                             |
| Common Stock                    |                                      |  |                                |   | 7,804.8223  | D <sup>(1)</sup>   |                                   |
| Common Stock                    | 01/20/2018                           |  | M                              |   | 289   | A  | \$ 55.5                           |
| Common Stock                    | 01/19/2018                           |  | M                              |   | 210   | A  | \$ 55.5                           |
| Common Stock                    | 01/19/2018                           |  | M                              |   | 151   | A  | \$ 55.5                           |

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 Securities (Instr. 3 and 4) | 8. Amount or Number of Shares |
|---|--|--------------------------------------|--|--------------------------------|---|--|---|-------------------------------|
| 2017<br>Time-Based<br>Restricted<br>Stock                                   | (2)  |                                      |  |                                |   | (3) (3)  | Common<br>Stock   | 706                           |
| 2017<br>Time-Based<br>Restricted<br>Stock                                   | (2)  | 01/19/2018                           |  | F                              | 235   | (3) (3)  | Common<br>Stock   | 471                           |
| 2017<br>Performance<br>Based<br>Restricted<br>Stock (3-year<br>performance) | (2)  |                                      |  |                                |   | (4) (4)  | Common<br>Stock   | 353                           |
| 2017<br>Performance<br>Based<br>Restricted<br>Stock (1-year<br>performance) | (2)  |                                      |  |                                |   | (5) (5)  | Common<br>Stock   | 408                           |
| 2016<br>Time-Based<br>Restricted<br>Stock                                   | (2)  |                                      |  |                                |   | (6) (6)  | Common<br>Stock   | 654                           |
| 2016<br>Time-Based<br>Restricted<br>Stock                                   | (2)  | 01/19/2018                           |  | F                              | 327   | (6) (6)  | Common<br>Stock   | 327                           |

|  |     |            |   |     |      |      |              |       |    |
|--|-----|------------|---|-----|------|------|--------------|-------|----|
| Stock  |     |            |   |     |      |      |              |       |    |
| 2016 Performance Based Restricted Stock (3-year performance) | (2) |            |   |     | (7)  | (7)  | Common Stock | 520   |    |
| 2016 Performance Based Restricted Stock (1-year performance) | (2) |            |   |     | (8)  | (8)  | Common Stock | 1,092 |    |
| 2015 Time-Based Restricted Stock                             | (2) |            |   |     | (9)  | (9)  | Common Stock | 1,350 |    |
| 2015 Time-Based Restricted Stock                             | (2) | 01/20/2018 | F | 450 | (9)  | (9)  | Common Stock | 900   | \$ |
| 2014 Time-Based Restricted Stock                             | (2) |            |   |     | (10) | (10) | Common Stock | 800   |    |

## Reporting Owners

| Reporting Owner Name / Address                             | Relationships |           |                              |       |
|--|---------------|-----------|------------------------------|-------|
|  | Director      | 10% Owner | Officer                      | Other |
| Fuller Lynn Heitz<br>1398 CENTRAL AVE<br>DUBUQUE, IA 52001 |               |           | Retail Banking Director, SVP |       |

## Signatures

/s/ Lynn H. Fuller                      01/23/2018

\*\*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) Of these shares 2,143.8223 are held in Jt. Ten.
- (2) Each restricted stock unit represents a contingent right to receive one share of Issuer's common stock.

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- (3) Of these restricted stock units, 1/3 vest in 01-2018, 1/3 vest in 01-2019 and 1/3 vest in 01-2020.
- (4) These restricted stock units vest in 2020 if certain performance measures are achieved by the Issuer.
- (5) These restricted stock units vest on 1-19-2020 if certain performance measures are achieved by the Issuer.
- (6) 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.
- (7) These restricted stock units vest in 2019 if certain performance measures are achieved by the Issuer.
- (8) These restricted stock units vest on 1-19-2019 if certain performance measures are achieved by the Issuer.
- (9) 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.
- (10) 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.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure.

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