

## Check Program Highlights

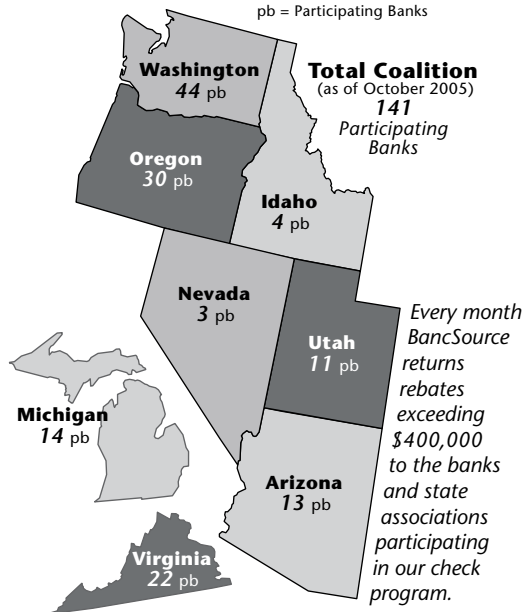
### Welcome New Participants!

We are proud to announce that the following banks have recently joined our BancSource check program coalition:

- **First Federal** •  
McMinnville, Oregon
- **Hometown Bank** •  
Roanoke, Virginia
- **Franklin Community Bank** •  
Rocky Mount, Virginia
- **Virginia Company Bank** •  
Newport News, Virginia
- **Virginia Heritage Bank** •  
Fairfax, Virginia
- **First Federal S & L** •  
Port Angeles, Washington
- **Regal Financial Bank** •  
Seattle, Washington
- **Sound Community Bank** •  
Seattle, Washington

### BANCOURCE CHECK PROGRAM

pb = Participating Banks



## Tennessee Bankers Association Evaluates BancSource Partnership



### TBA BancSource Planning Session

From Left to Right: Karen Holmes, Senior Vice President & COO, Tennessee Bankers Association; Stephen Clark, Vice President & General Manager, BancSource; Lori Chamberlain, Project Coordinator, BancSource; Tom Perrick, President & CEO, Oregon Bankers Association; Holly Coburn, Senior Sales Executive, Harland; Brad Barrett, President & CEO, Tennessee Bankers Association

The BancSource team traveled to Nashville – home of the Tennessee Bankers Association (TBA) – to discuss the benefits associated with the extension of BancSource solutions to the Volunteer State. The business proposal was well received and approval of the partnership between the two organizations is expected later this year.

In Tennessee, the banking industry is represented by a single association, the TBA, which proudly counts every bank in the state – all 230 – as members of the organization. The Association in Tennessee is led by **Brad Barrett**, president and CEO, a nationally recognized leader in the banking association circle. Barrett began his career at the Association in 1973, joining the TBA as an education director.

Barrett's leadership is complemented by **Karen Holmes**, senior vice president and COO, adding another 28 years of tenure to the executive team. Karen's responsibilities include management of association relationships with banking industry suppliers, a key area for the proposed BancSource partnership.

While evaluating the opportunity to join the BancSource coalition, Barrett noted, "We look for solutions that provide real value for Tennessee banks – and the BancSource program is a unique recipe to deliver the goods."

Representatives from Harland – including **Holly Coburn** and **Chuck Rector**, sales executives from Seattle and Nashville, and **Scott Brown**, district sales manager from Montgomery – joined the work session to underscore how BancSource business partners work cooperatively with the

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Tennessee Bankers Association . . .

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Association staff to market and support programs for the benefit of each participating bank.

Upon approval of the partnership agreement, the BancSource Check Program will be launched in Tennessee during the first quarter 2006. When considering the potential this cooperative effort has value for Tennessee Banks and their association, Holmes said, "The TBA BancSource program is a great example of the power of the group."

The TBA would become the ninth state association actively participating in BancSource programs, joining forces with Arizona, Washington, Idaho, Utah, Michigan, Virginia, Nevada, and the BancSource parent organization, the Oregon Bankers Association. Additional state associations also have expressed an interest in partnering with BancSource – providing additional opportunities for further increases in the scale and power associated with BancSource partnerships.

For more information, please contact **Stephen Clark**, general manager of BancSource at (503) 581-3522 or [sclark@banc-source.com](mailto:sclark@banc-source.com). ■

## Thumbprint Signature Program Now Available for Oregon Retailers



Following the launch of the Thumbprint Signature Program in Oregon in 1996, most financial institutions quickly adopted the use of the Thumprint touch pad to help deter counterfeit and stolen check fraud. Beyond discouraging fraud artists, the thumprint signature can be used by law enforcement agencies in the investigation of fraud claims.

Several Oregon retailers have inquired about the program and asked how they could purchase the supplies necessary to implement to program in their business establishments. Accordingly, BancSource and the Oregon Bankers Association made the program available to interested retailers, business entities and law enforcement agencies. Many different types of retailers – including convenience stores, grocery stores, liquor stores, jewelry stores and check cashing stores – are now successfully using the Thumprint Signature Program to deter fraudsters.

To learn more about how your bank can support the Thumprint program for merchants in the local business community, contact **Lori Chamberlain**, project coordinator at BancSource, at (503) 581-3522 or [lchamberlain@banc-source.com](mailto:lchamberlain@banc-source.com). ■



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