

80 at Eighty a special program for community service from Harland

BancSource business partner, John H. Harland Company, has a tradition of community service that dates back to founder, **John Harland**, himself. A native of Northern Ireland, Harland came to Atlanta and founded the company in 1923, setting in motion a business that would become one of the nation's leading check printers and providers of technology solutions for the banking industry.

With John Harland's philosophy and dedication to community service still an important cornerstone of the company today, Harland decided to celebrate this core value by establishing the 80 at Eighty program – honoring employees who invest time and energy to help make communities across the country stronger.

Harland employees nominated co-workers for their contributions to community service. The company received over 300 nominations that were narrowed down to 80 award winners by an independent panel of judges. Harland provided \$250 donations to each award recipient's cause of choice. (See related story at right.) ■

Community Service in Action – A Local Story

Holly Coburn participates in 3-Day Walk for Breast Cancer

The community service spirit of Harland's 80 at Eighty program is clearly reflected in **Holly Coburn**, Senior Account Executive based in Seattle. Coburn serves as the liaison between Harland and BancSource, frequently working together with the BancSource crew to help assure the successful operation of the rapidly growing check program coalition.

In July 2005, Coburn successfully completed the Breast Cancer 3-Day, joining with thousands of other volunteers to walk 60 miles to raise awareness and donations to benefit the Susan G. Komen Breast Cancer Foundation. This year, over 200,000 men and women in the United States will be diagnosed with breast cancer and nearly 40,000 will die from the disease.

Holly's individual effort raised more than \$2,000, and when combined with other participants, achieved a total of several million. These proceeds support breast cancer research, screening and treatment – making a real difference in our nation's effort to reduce the consequences of this disease.

The banking industry has a strong tradition of community service, and BancSource business partners, like Harland, make a tremendous difference enhancing the health and welfare of the communities throughout Oregon and beyond.

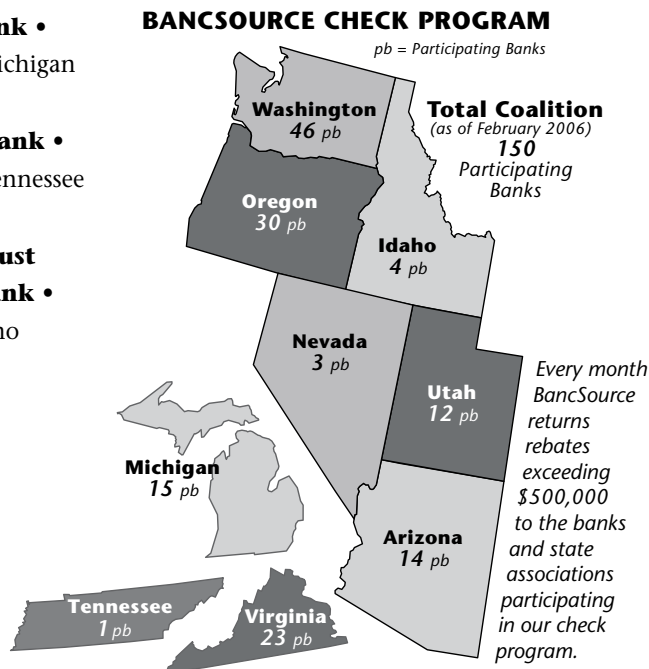
HARLAND

Check Program Highlights

Welcome New Participants!

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

- **Union Bank** •
Lake Odessa, Michigan
- **Triumph Bank** •
Germantown, Tennessee
- **Idaho Trust**
National Bank •
Boise, Idaho



BancSource Arrives in New England

BancSource footprint grows into the northeastern U.S. through a new strategic alliance with the Massachusetts Bankers Association

Bankers in Massachusetts will have access to BancSource solutions beginning this Spring, joining a coalition that is 10 states strong, representing a trade area with hundreds of community and regional banks. Collectively, these banks represent a powerful group who flex considerable buying power – working closely with industry suppliers to reduce costs and bolster earnings.

Recently, BancSource staff met with Massachusetts Bankers Association (MBA) executives in a working session to plan the implementation and launch

of the partnership in the Bay State. Representatives from Harland joined the meeting to establish plans to offer the BancSource check program to banks in Massachusetts.

Peter Blanchard, vice president of member services for the MBA, summed up the new relationship, saying, “It’s definitely not your same old check program.” Blanchard added that “the new program approaches the check-printing business in a non-traditional way and will offer a strong combination of competitive pricing

and significant fee income potential for participating banks.”

With 190 community banks holding more than \$80 billion in assets, the addition of Massachusetts promises a significant contribution to the growth of the BancSource cooperative – translating into additional benefits for every participating bank, whether based in Portland, Phoenix or Boston. ■



Massachusetts Bankers Association Planning Meeting, January 2006

Left to Right: Peter Blanchard, vice president of Member Services, Massachusetts Bankers Association; Larry Feinburg, Senior Account Executive, Harland; Holly Coburn, BancSource Relationship Manager, Harland; Skip Thompson, Regional Manager, Harland; Lori Chamberlain, Project Coordinator, BancSource; Randy Clark, Account Executive, Harland; Stephen Clark, General Manager, BancSource

BT Conferencing Update

New BancSource partnership – just weeks old – is already reducing costs and improving business communications for Oregon banks.



Oregon banks are now implementing business communication solutions offered through the new BancSource partnership with BT Conferencing – a unit of British Telecom, the world's oldest telecommunication company.

BT Conferencing offers two essential services for Oregon banks:

- 1) BT MeetMe audio conferencing allowing reservationless service at a very affordable price point of 6.6¢ per minute for toll-free access. The service is dependable, easy to use, and includes some intriguing online tools for callers with Internet access.
- 2) BT web conferencing via Live Meeting 2005 (powered by Microsoft) enables bankers and customers to view, discuss, and work on the same document displayed on their PC screen via the Internet. All that's needed is a

phone connection and a PC with access to the Internet. This service is remarkably affordable at \$35 per named user per month. Each named user license authorizes up to 20 separate participants per web conference with unlimited minutes. For many community banks, a single named user license would be sufficient for nearly any web conference setting.

If you would like additional information on BT Conference services, please contact:

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Just a little note...BancInsure is celebrating 20 years of business.



To all of our customers,
business partners
and employees for
20 years of success.

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it without you!

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