

The Independent Bankers Bank Announces Merger with Western States Bankcard

Western States Bankcard acquisition provides TIB with additional scale and new market opportunities on the Pacific Coast.

Western States Bankcard Association, Richmond, CA, and The Independent BankersBank (TIB), Dallas, TX, have entered into a Definitive Agreement that will result in certain assets of Western States Bankcard being acquired by TIB. TIB is the nation's second largest bankers bank with \$1.5 billion in assets and a broad spectrum of services for community and regional banks. Western States Bankcard is a current business partner of BancSource, Inc.

The Western States Bankcard Board of Directors has endorsed the asset sale and, with member approval at the May 8, 2006 Western States Bankcard Annual Member meeting, the transaction will become effective July 1, 2006.

Both organizations process through First Data Corporation and will benefit from the sale through economies of scale gained by combining processing volumes. The Western States Bankcard facility in Richmond will continue to operate as it has in the past and gives TIB a stronger presence on the West Coast while providing additional services for current Western States Bankcard members.

Questions about this pending business merger may be directed to **Keith Thompson**, vice president at Western States Bankcard, at keith.thompson@westernstatesbankcard.com or (503) 587-9600 or **Stephen Clark**, general manager of BancSource, Inc., at sclark@banc-source.com or (503) 581-3522. ■

Partnership... Commitment... Technology... Longevity...



Western States Bankcard is a mutual benefit association serving community and independent financial institutions since 1966. The originators of the Master Charge trademark, we are committed to the long-term growth and overall profitability of our Members. We do not compete with you for your business relationships; we are your partner in retaining them.

Our goal is to provide the support, assistance, and education for our Members to stay competitive and remain profitable.

We offer innovative processing opportunities for:

- **Credit and Business Card Services**
- **Integrated Debit/ATM Solutions**
- **Merchant Services**
- **Internet Solutions**



BancSource

A BancSource Business Partner

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BancSource Provided Over \$500,000 in Revenue for State Banking Associations in 2005

In 2005, growing participation in BancSource business partnerships yielded a revenue stream totaling more than half a million dollars for state banking associations. This accomplishment represents a 35% increase from 2004, and more than double the association revenues generated for partner associations in 2003.

The BancSource coalition now includes 10 state banking associations: Oregon, Washington, Idaho, Nevada, Arizona, Utah, Virginia, and Michigan, as well as Tennessee and Massachusetts which came on board at the beginning of 2006.

In several instances, the revenues generated from the partnership with BancSource are actually larger than the amount of dues paid by the largest bank member of the bankers association. These funds have become critically important in each association's effort to assure a favorable environment for the banking industry in their state while decreasing their dependence on member dues income. ■

BancInsure Celebrates 20 Years!

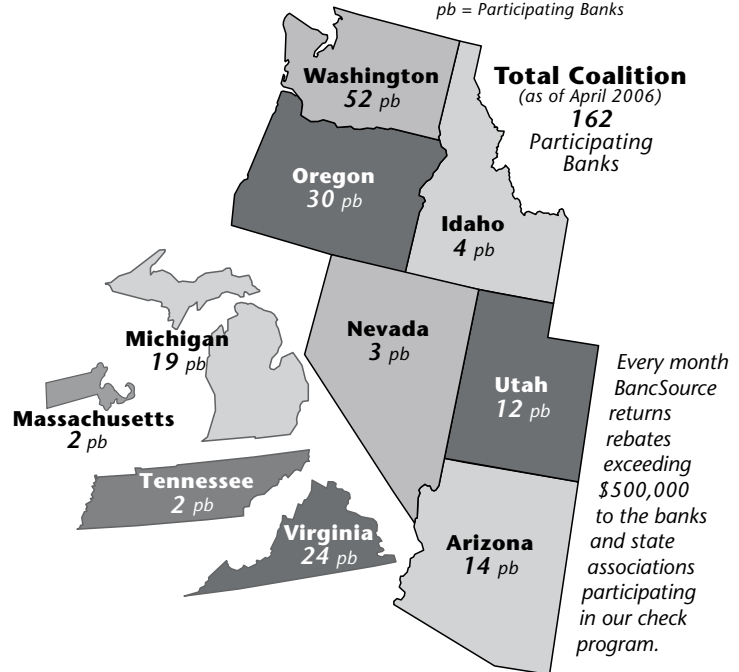
In 2006, BancInsure enters its 20th year of business and enjoys relationships with over 20% of the country's community banks. BancInsure's product lines, agency force and financial strength have matured handsomely. The company has realized a leading market position in providing the most complete portfolio of insurance products to and for financial institutions. ■



Check Program Highlights

BANCSource CHECK PROGRAM

pb = Participating Banks



Welcome New Participants!

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

- **Economy Co-operative Bank** •
Merrimac, Massachusetts
- **Stoughton Co-operative Bank** •
Stoughton, Massachusetts
- **Community Shores Bank** •
Muskegeon, Michigan
- **First National Bank of Michigan** •
Kalamazoo, Michigan
- **Sturgis Bank and Trust** •
Sturgis, Michigan
- **Franklin Federal Savings & Loan** •
Glen Allen, Virginia
- **1st Security Bank of Washington** •
Mountlake Terrace, Washinton
- **Prime Pacific Bank** •
Lynnwood, Washington
- **Plaza Bank (in org)** •
Seattle, Washington
- **River Bank (in org)** •
Spokane, Washington
- **Highland Federal** •
Crossville, Tennessee