



NEWSLETTER

FALL 2020



Happy Holidays

Lusitania Savings Bank would like to wish all of its customers

Happy Holidays and a wonderful New Year

Mobile Deposit

Sign ➡ **Snap** ➡ **Submit!**

With Mobile Deposit on the MyLusitania app, you can deposit checks and money orders through your mobile device - from anywhere, any time!



Online Mortgage Center

Apply for a mortgage loan online at

WWW.LUSITANIABANK.COM/MORTGAGES



EQUAL OPPORTUNITY LENDER



Scan For Today's Rates

A Message from the President



They say that when you are a parent, “the days are long, but the years are short.” Well, as a parent living through a crazy 2020 that has been filled with social distancing, video conference meetings and frequent stretches of home-schooling, I can say that the days have definitely been long, but this whole year has felt pretty long too. I wrote in this space this past Spring

that the people of our communities are strong, that we would rise to the unprecedented challenge of this occasion and that we would adjust to a “new normal.” Over these many seemingly endless months, we have done exactly that. As we learned more about COVID-19 and the safest way to go about our lives, businesses changed their practices to reflect guidance from top medical experts. Outdoor dining areas popped up in front of restaurants for the first time. Curbside pickup became commonly available from many retail stores. Customers also made important adjustments, wearing face-masks and staying six feet apart inside local businesses because they knew it would keep everyone – including themselves – a little safer in the midst of this pandemic.

Just when we were getting a handle on the “new normal,” the dynamics of the pandemic have changed yet again. Cases are on the rise once more all over this country and New Jersey is no exception. Yet, I remain hopeful – not just because of the promise of a vaccine, but also

Community First Loans

Affordable financing - Locally focused

During these times of economic hardship, Lusitania Savings Bank is embracing its role as a true community bank by introducing a new loan program to significantly reduce housing expenses for borrowers in our local communities.

10-YEAR FIXED RATE MORTGAGE

1.990% Rate + 0 Points **2.084%** APR

15-YEAR FIXED RATE MORTGAGE

2.125% Rate + 0 Points **2.189%** APR

20-YEAR FIXED RATE MORTGAGE

2.500% Rate + 0 Points **2.549%** APR



Payment Example: \$9.20 per \$1,000 borrowed on a \$100,000 10-year fixed rate mortgage at an interest rate of 1.990% will result in 120 payments of \$919.69. Payment Example: \$6.49 per \$1,000 borrowed on a \$100,000 15-year fixed rate mortgage at an interest rate of 2.125% will result in 180 payments of \$649.28. Payment Example: \$5.30 per \$1,000 borrowed on a \$100,000 20-year fixed rate mortgage at an interest rate of 2.500% will result in 240 payments of \$529.90. Actual monthly payment may be higher because example does not include applicable property taxes, fees, insurance premiums or other related costs. Annual percentage rate (APR) based on \$100,000.00 loan with a 10-year or 15-year amortization term. Financing on owner occupied residential 1-4 family properties located in Essex, Union, and Hudson Counties. Minimum finance charge of \$455.00. Owner occupied rate. New loans only. Rates and annual percentage rates are based on 80% loan to value with 20% equity or 20% down payment. Rates and annual percentages are effective as of the publication date of this ad and are subject to change. Please speak with our Mortgage Department for additional terms and conditions that may apply. Subject to credit approval. Other rates and programs are available. NMLS # 640892

because I have seen first-hand the resilience of our communities and their commitment to do what is necessary to end the crisis. At Lusitania Savings Bank, we share your commitment and your resilience. If you choose to come in person to one of our branches, you will note that our employees wear face-masks and that common areas are thoroughly disinfected on a regular basis. You may also note that our offices have both capacity limits and clear signage requiring that all customers wear face-masks and practice social distancing. Our efforts go beyond what you may see in person, however. Our employees are encouraged to practice social distancing in the workplace and each of our employees is required to undergo a health screening and a temperature check before starting work. All of these measures are designed to make your in-person banking experience with us as safe as possible.

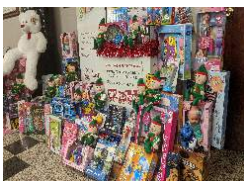
We understand, however, that many of you may prefer to limit your time outside the home during this crisis. Fortunately, we have a range of technological solutions that will allow you to handle your banking needs without having to set foot inside one of our branches. Our website at www.lusitaniabank.com provides 24-hour access to our services from the comfort and safety of your couch. Through our website, you can pay bills, transfer funds, even apply for a residential loan through our online mortgage center, all without leaving your home. If, like me, you prefer to handle things on a mobile device, the MyLusitania mobile banking app – available on both Apple and Android platforms – provides you instant access to our services. Beginning in December 2020, we are very excited to introduce a new “Mobile Deposit” feature to the app. Lusitania customers will be able to use their mobile devices to deposit checks and money orders into their accounts with just a picture and a few clicks. With Mobile Deposit and the other full set of features available on the MyLusitania app, our closest branch office will always be in your pocket, wherever you are. However you choose to bank with Lusitania, please know we will always be working with you to get us through these times as safely as possible.

- Jorge S. Gomes,
President/CEO

Supporting our Community



In November and December 2020, we will be raising funds for pancreatic cancer research. Special t-shirts, mugs, and face-masks will be available on a limited basis for a small donation, with all proceeds going to charity.



In December 2020, we will be hosting our annual “Toys for Tots” drive. Please consider dropping off a new toy at one of our branches to make the holidays special for a less fortunate child this year.

Safety Tips for Mobile Devices



PERSONAL INFORMATION IS LIKE MONEY. VALUE IT. PROTECT IT.

Secure your devices: Use strong passwords or touch ID features to lock your devices. These security measures can help protect your information if your devices are lost or stolen and keep prying eyes out.

Think before you app: Information about you, such as the games you like to play, your contacts list, where you shop and your location, has value – just like money. Be thoughtful about who gets that information and how it’s collected through apps.

Now you see me, now you don’t: Some stores and other locations look for devices with WiFi or Bluetooth turned on to track your movements while you are within range. Disable WiFi and Bluetooth when not in use.

Get savvy about WiFi hotspots: Public wireless networks and hotspots are not secure, which means that anyone could potentially see what you are doing on your mobile device while you are connected. Limit what you do on public WiFi and avoid logging in to key accounts like email and financial services on these networks. Consider using a virtual private network (VPN) or a personal/mobile hotspot if you need a more secure connection on the go.

KEEP A CLEAN MACHINE:

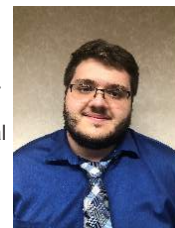
Keep your mobile devices and apps up to date: Your mobile devices are just as vulnerable as your PC or laptop. Having the most up-to-date security software, web browser, operating system and apps is the best defense against viruses, malware and other online threats.

Delete when done: Many of us download apps for specific purposes, such as planning a vacation, and no longer need them afterwards, or we may have previously downloaded apps that are no longer useful or interesting to us. It’s a good security practice to delete all apps you no longer use.

New Employees



Jennifer Santos -
Cantanhede,
Coimbra, Portugal



Alberto Alves -
Valenca, Viana
do Castelo,
Portugal



Nicole R. Pineda -
Portugal
&
Guatemala



Margaret Rocha -
Gafanha da
Encarnação,
Aveiro, Portugal

MANAGEMENT TEAM

Officers:

Jorge S. Gomes, Esq.: President / CEO
Sandra M. Teixeira: VP of Finance
Maria C. Pequito-Duarte: VP of Lending
Florabela De Almeida: VP of Operations
Sandra Fernandes: BSA / Security Officer

Branch Managers:

Brian Alves: Branch Coordinator
Diogenes Lourenco: Pulaski
Alda Candido: Ferry
Steve Da Silva: Harrison
Sandra Martins: Hillside