



Lusitania Savings Bank

Fall Newsletter

2015

Main Office:

107 Pulaski Street
Newark, NJ 07105
(973)344-5125

Branches:

210 Ferry Street
Newark, NJ 07105
(973)589-1555

302 Frank E. Rodgers Blvd.
Harrison, NJ 07029
(973)268-7801

1135 Liberty Avenue
Hillside, NJ 07205
(908)527-7994

Express Banking
(973)344-5683

Internet Banking
www.Lusitaniabank.com

Business Hours:

Mon-Wed 9:00 am-5:00 pm
Thursday 9:00 am-6:00 pm
Friday 9:00 am-7:00 pm
Saturday 9:00 am-2:00 pm

Saturday Summer Hours:

Lobby: 8:30 am-12:00 pm
Drive Thru: 8:00 am-12:00 pm

Drive Thru Schedule:

Pulaski Office

Mon-Wed 8:30 am - 5:30 pm
Thursday 8:30 am - 6:00 pm
Friday 8:30 am - 7:00 pm
Saturday 8:30 am - 2:00 pm

Hillside Office

Mon-Wed 9:00 am - 5:00 pm
Thursday 9:00 am - 6:00 pm
Friday 9:00 am - 7:00 pm
Saturday 8:30 am - 2:00 pm

Walk to Cure!



On October 24, Lusitania Savings Bank employees took part in the annual "Juvenile Diabetes Research Foundation One Walk", held at Liberty State Park, Jersey City, NJ. The Lusitania team joined thousands of other participants in the walk to raise funds for finding a cure for Type 1 Diabetes. Lusitania is proud to have donated \$1,000 to help fund this worthwhile cause.



MAKING A DIFFERENCE



Thank you to our Lusitania Savings Bank employees, who on August 18, 2015 teamed up with NJBankers to work in Little Ferry and Hackensack on two homes damaged by Superstorm Sandy with Habitat for Humanity of Bergen County. The skilled volunteers spent the day framing and painting.



Customer Appreciation Day Picnic June 21, 2015



Lusitania's Annual Customer Appreciation Day Picnic is one of the ways we give back to the communities that we have been a part of for so long. Approximately 2,500 customers and their families joined our employees and directors this year at the Forrest Lodge in Warren, NJ.

Investment Properties Special

Bundle two or more loans and **Save!**
Interest rates as **LOW** as:

10-YEAR FIXED RATE 1-4 Family Investment

2.250% Rate 0 Points **2.368%** APR

15-YEAR FIXED RATE Commercial Properties

3.875% Rate 0 Points **3.989%** APR

(973) 344-5125 ext. 129
www.Lusitaniabank.com

Payment Example: \$9.31 per \$1,000 borrowed on a \$100,000 10-year fixed rate mortgage at an interest rate of 2.250% will result in 120 payments of \$931.37.
Payment Example: \$7.33 per \$1,000 borrowed on a \$100,000 15-year fixed rate mortgage at an interest rate of 3.875% will result in 180 payments of \$733.41.
Actual monthly payment may be higher because examples do not include applicable property taxes, insurance premiums or other related costs. Annual percentage rate (APR) based on \$100,000 loan with a 10-year and a 15-year amortization term. Discounted rate applicable only to Investment Properties and subject to Investment Loan Bundle Special. Minimum finance charge of \$555.00 on 1-4 Family Dwelling and \$775.00 on 5+ Units/Commercial Properties. New loans only. Rates and annual percentage rates are based on 80% loan to value. Rates and annual percentages are effective as of August 31, 2015 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

EQUAL OPPORTUNITY LENDER



Message from the President

It has been said that “adversity doesn't build character, it reveals it.” In the face of turbulent times, it is human nature to hold fast to the principles that have helped us weather storms in years past. Banks follow the same pattern – it is in these more difficult times that the character of a bank is revealed and you discover what you mean to them as a customer.

The approach of larger banks in a down economy is very simple: they look to increase their number of new customers as quickly as possible. It's a strategy designed to make it look like the banks are growing, even when the rest of the economy isn't. The problem with this approach for you is that you as a customer only matter to them while you are *still* a new customer. Once you open an account with these institutions, you instantly go from a “potential new customer” who can add to their asset size to being just another nameless, faceless bank account number. At Lusitania, we've always taken a different approach. When you bank with us, you can expect a banking relationship designed around you - our customer service representatives make every effort to get to know you personally and to suggest services and products that best meet *your* goals going forward. We do so because our focus has never been on growing our asset size – it is on building strong relationships with families that stay with us for generations afterwards.

That focus is also apparent to anyone who has ever taken out a loan at Lusitania Savings Bank. Larger institutions will often tell potential new loan customers whatever it will take to get them through the door. The extent of their focus on you, however, is often limited to just that – getting you through their doors. Their goal as large, publicly-traded banks is to satisfy their shareholders, who care only about how many new loans get put on their books. After you take out a loan with these institutions, you have little control over what happens to it. More often than not, your loan ends up getting passed along to a second (or third) bank that you know very little about but that you're now forced to deal with for the duration of your loan. The loan department at Lusitania does things differently. Our goal is never to push you into a loan that would only look great on our balance sheet - we take the time to sit down with

you and figure out the best loan product to meet *your* needs. We guide you through every step of the process and try to reduce the costs to you as much as possible. Once you finalize your loan with Lusitania, you leave with the assurance that your loan will never be sold to another institution. All of the servicing for our loans is handled in-house, so you have the peace of mind that comes from knowing that the same lending representatives that helped guide you through the loan process will be there to answer any questions you have going forward.

At Lusitania, our approach to banking is so different from the larger banks for a simple reason: because it can be. Unlike many of the larger banks in our area, Lusitania is not a publicly-traded financial institution, but rather a mutual savings bank. As a mutual savings bank, we have no public shareholders to satisfy. That means we can stay focused on satisfying the people that *should* matter most – our customers.

Jorge S. Gomes, Esq.
President/CEO

Chip Debit Card Coming Soon

As part of our ongoing commitment to your security, we're adding an embedded EMV chip to your Lusitania debit card.



Added Security

A chip adds another layer of security to cards when used at a chip card reader. During the chip transaction, the chip produces a single-use code to validate the transaction — further protecting cards from unauthorized use.

Wider Acceptance

Europe, Canada, Asia and other countries have already adopted chip technology, so your card will be easier to use outside the U.S.

How do I use a chip card?

The good news for customers is that most merchants already have chip card readers built into the debit card terminals you're familiar with. If the merchant does not have a chip card reader, you can make the purchase with the magnetic stripe, as the card will have both (chip and magnetic stripe).

The Scam Update

Helping to
keep you
scam-free

“FREE” Security Scans

Messages telling you to install and update security software for your computer seem to be everywhere. So you might be tempted by an offer of a “free security scan,” especially when faced with a pop-up, an email, or an ad that claims “malicious software” has already been found on your machine. Unfortunately, it's likely that the scary message is a come-on for a rip-off.

These programs are called “scareware” because they exploit a person's fear of online viruses and security threats. The scam has many variations, but there are some telltale signs. For example:

- you may get ads that promise to “delete viruses or spyware,” “protect privacy,” “improve computer function,” “remove harmful files,” or “clean your registry;”
- you may get “alerts” about “malicious software” or “illegal pornography on your computer;”
- you may be invited to download free software for a security scan or to improve your system;
- you could get pop-ups that claim your security software is out-of-date and your computer is in immediate danger;
- you may suddenly encounter an unfamiliar website that claims to have performed a security scan and prompts you to download new software.

What to Do

If you're faced with any of the warning signs of a scareware scam or suspect a problem, shut down your browser. Don't click “No” or “Cancel,” or even the “x” at the top right corner of the screen. Some scareware is designed so that any of those buttons can activate the program. If you use Windows, press Ctrl + Alt + Delete to open your Task Manager, and click “End Task.” If you use a Mac, press Command + Option + Q + Esc to “Force Quit.”

Good Security Practices

Check that your security software is active and current: at a minimum, your computer should have anti-virus and anti-spyware software, and a firewall. You can buy stand-alone programs for each element — or a security suite that includes these programs — from a variety of sources, including commercial vendors and your Internet Service Provider. The security software that was installed on your computer when you bought it generally works for just a short time — unless you pay a subscription fee to keep it in effect. Visit <http://security.getnetwise.org/tools/search> for a list of security tools from legitimate security vendors selected by GetNetWise, a project of the Internet Education Foundation.

Make it a practice not to click on any links within pop-ups.

Report possible fraud online at ftc.gov/complaint or by phone at 1-877-FTC-HELP. Details about the purchase — including what website you were visiting when you were redirected — are helpful to investigators.

COMING EVENTS

- | | | |
|-----------|---|--|
| • Dec. 24 | - | Christmas Eve - Closing early 2:00 pm |
| • Dec. 25 | - | Christmas Day - Closed for business |
| • Dec. 31 | - | New Year Eve - Closing early 2:00 pm |
| • Jan. 01 | - | New Years Day - Closed for business |
| • Jan. 18 | - | Martin Luther King Day - Closed for business |
| • Feb. 15 | - | Presidents Day - Closed for business |
| • Mar. 25 | - | Good Friday - Closing early 6:00 pm |

Small Business Checking

The Small Business Checking is customized for the start up or existing small business.

Features:

- Minimum opening balance requirement \$100
- Free MasterMoney business debit card
- Free ATM transactions at over 55,000 ATM machines
- Free tax payments
- Free internet banking
- Free telephone banking
- Merchant services available
- Overdraft protection available
- Business credit card
- No charge for transactions for the first six months*
- No charge for account maintenance**



*First six months FREE of charge. After that 100 transactions free per month, \$.20 each additional transaction (transaction includes deposits, withdrawals, checks paid, electronic transactions).

**Account maintenance fee waived when an average collected balance of \$500.00 is maintained monthly.

SAFE DEPOSIT BOXES



Available at our

Pulaski Street - Main Office

Ferry Street Branch

SAFE DEPOSIT BOX SIZES:

Pulaski Street Main Office:	Small 2.5" x 4.5"	Large 4.5" x 4.5"
Ferry Street Branch:	Small 5" x 1.5"	Large 5" x 4.5"

The rental of safe deposit boxes is a bank service extended to customers for their convenience in securing personal possessions. It should be understood that there is no bank provided insurance for safe deposit boxes.

Lusitania VISA® Bonus Rewards Card

Buying **POWER** you need,
from the bank you **TRUST**.



CONSUMER Credit Cards

- Visa® Bonus Rewards Card
- Visa® Rewards PLUS Card
- Visa® Platinum Card

COLLEGE Credit Card

- Visa® College Rewards



BUSINESS Credit Cards

- Visa® Business Bonus Rewards Card
- Visa® Business Bonus Rewards PLUS Card
- Visa® Business Platinum Card

Subject To Credit Approval

The creditor and issuer of the Visa Credit Card is Elan Financial Services, pursuant to a license from Visa U.S.A. Inc. © 2014 Elan Financial Services

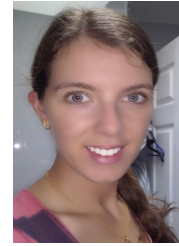
The Newest Members of the Lusitania Customer Service Team



Monica I. Pires
Valença do Minho,
Portugal



Ines M. Caetano
Ansião, Portugal



Ana R. Martins
Lisboa, Portugal

ONLINE BILL PAY

Forget writing checks. Quit stuffing envelopes. Put away the stamps. All you need is a few minutes at your computer and our Online Bill Pay service.



With Lusitania Savings Bank's Online Bill Pay, you can:

- Have a physical check sent from your account (to a person, utility company, anyone you choose)
- Schedule a payment in advance
- Set up a schedule for recurring bills
- Use Popmoney to transfer funds to anyone, anywhere. All you need is their email address.

Log in to Internet banking at our web site at www.lusitaniabank.com and register for Bill Pay. Just click on Pay Bills in your checking account menu.

Surcharge-Free ATM Network



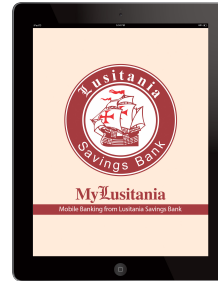
Lusitania Savings Bank has teamed up with Allpoint, an ATM network that gives you access to over 55,000 ATMs around the world at **NO CHARGE**.



You can find the nearest Allpoint ATM by visiting their website at www.AllpointNetwork.com or calling 1-800-809-0308

MyLusitania Mobile Banking App

Now Available



New Additions to The Family



Ethan Michael Nunes

Congrats to
Lorraine Oliveira
&
Paul Nunes

MANAGEMENT TEAM

Officers:

Jorge S. Gomes, Esq.: President / CEO
Sandra M. Teixeira: VP of Finance
Maria C. Pequeto-Duarte: VP of Lending
Florbela De Almeida: VP of Operations

Branch Managers:

Sandra Martins: Ferry
Steve Da Silva: Harrison
Andreia Cunha: Hillside

LET US HEAR FROM YOU

How can we serve you even better?

We strive to provide excellent service every day, in everything we do - but we are always looking for ways to improve! Please share your suggestions on ways we can serve you even better.

Please mail this form to:

Lusitania Savings Bank
Attn: Jorge S. Gomes, Esq., President/CEO
107 Pulaski Street, Newark, NJ 07105
jgomes@lusitaniabank.com

Name: _____
Address: _____
Email: _____
Your Suggestion: _____

This newsletter is intended to provide accurate and authoritative information in regards to the subject matter covered. The information in this newsletter is not intended to provide specific advice or recommendations. For legal or other expert advice, we recommend consulting your attorney, accountant, tax or financial advisor.

If you are unhappy with our services please let us know.