



# Lusitania Savings Bank

## Fall Newsletter

### 2016

## Making a Difference in Your Community

### 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. N.  
Harrison, NJ 07029  
(973)268-7801

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

### Internet Banking

[www.Lusitaniabank.com](http://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

## JDRF Walk



On October 9th, Lusitania Savings Bank employees took part in the annual "Juvenile Diabetes Research Foundation Walk to Cure", held at Avon Pavilion, Avon by the Sea, New Jersey. 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.

## Express Banking



## Habitat for Humanity



Thank you to our Lusitania Savings Bank employees, who on June 21, 2016 went out to Neptune, New Jersey to work on a home damaged by Superstorm Sandy with Coastal Habitat for Humanity.

## Investment Property Financing

### LOAN BUNDLE PROGRAM

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

#### 10-YEAR FIXED RATE 1-4 Family Investment

**2.000 %** Rate **0 Points** **2.114 %** APR

#### 15-YEAR FIXED RATE Commercial Properties

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

(973) 344-5125 ext. 129

[www.Lusitaniabank.com](http://www.Lusitaniabank.com)

Payment Example: \$9.20 per \$1,000 borrowed on a \$100,000 10-year fixed rate mortgage at an interest rate of 2.000% will result in 120 payments of \$920.13. 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 November 25, 2016 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

Years ago, when people used to imagine what comprised a bank's "security," the image that always came to mind was that of a bank vault. If they were asked to give some thought to what was keeping their bank deposits secure, people would picture a giant vault with thick metal doors and a big spinning wheel lock that led to a room stocked with their cash and other valuables. The thicker the metal that vault door was made out of and the more impressive that spinning wheel looked, the safer their money had to be, right?

The world has evolved dramatically since those days, becoming far more interconnected than ever before, and financial institutions have needed to evolve along with it. Modern technology and e-commerce has led to conveniences that couldn't have been imagined previously, but along with those conveniences have come new and ever-evolving threats to consumer finances. Banks now need to worry about a lot more than how thick their vault doors are when it comes to keeping your deposits safe. The best financial institutions when it comes to securing your deposits are not those that only react after being hit with a new threat, but do their best to anticipate and prevent them from impacting their customers to begin with.

You will be happy to know that we at Lusitania Savings Bank continue to treat security as a top priority. Let me run down some of the initiatives that we have recently pursued, all designed to keep our customers, and their deposits, as safe as we possibly can:

- Last year, we contracted with a cloud-based cybersecurity solutions firm, Defense Storm, to provide 24-hour real-time monitoring of our network to reduce the risk of an attack on our financial computer systems. Their services allow us to keep a close watch on our network and respond immediately to any potential threats from outside intruders looking to steal your identity or funds electronically.
- If you've been to our website - [www.lusitaniabank.com](http://www.lusitaniabank.com) - recently, you may have noticed that it was fully redesigned to be easier to navigate and provide more tools and information for our customers than ever before. What you may not have noticed, however, is that behind the fancy new layout are web security measures intended to keep your information and transaction safe: our website uses an SSL certificate, a transparent protocol that establishes a secure connection between you and our servers. You can verify that secure connection at work for yourself by taking a look at the address bar when you visit our website - the address bar will change from the standard, unsecured "http://" to a secured "https://" web address.
- Our "Scam Update" continues to be a regular feature of our bi-annual newsletter. It offers us an opportunity to keep you up-to-date with information

on the latest scams and frauds targeting customers and to provide real-world advice on steps you can take to protect yourself from financial criminals.

- If you have a debit card account with us, you will be receiving in the mail a new card with an EMV chip built into it. These cards are more secure than traditional cards, since they store payment data in the chip rather than in the magnetic stripe. While information on the magnetic stripe is easily copied using an inexpensive card-reading device, information on the chip is dynamic and therefore more difficult to duplicate.

As you can see, bank security in modern times requires a modern approach and modern tools to be effective. Luckily for you as a customer of Lusitania Savings Bank, you can be confident your bank is taking pro-active steps to keep your information and money secure in the face of evolving threats. If you're still hung up on that old image of bank security, however, I'm happy to be able to also reassure you that our bank vault doors are, in fact, impressively thick.

Jorge S. Gomes, Esq.  
President/CEO

## Great Time to Refinance

### RESIDENTIAL PURCHASES & REFINANCES

Foreclosed and Short-Sale Properties Financing Options Available

#### 10-YEAR FIXED RATE MORTGAGE

**2.500 %** Rate **0 Points** **2.615 %** APR

#### 15-YEAR FIXED RATE MORTGAGE

**2.875 %** Rate **0 Points** **2.954 %** APR

Payment Example: \$9.43 per \$1,000 borrowed on a \$100,000 10-year fixed rate mortgage at an interest rate of 2.500% will result in 120 payments of \$942.70. Payment Example: \$6.85 per \$1,000 borrowed on a \$100,000 15-year fixed rate mortgage at an interest rate of 2.875% will result in 180 payments of \$684.59. 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 loan with a 10-year and 15-year amortization term. Financing on residential 1-4 family properties. Minimum finance charge of \$555.00. 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 November 25, 2016 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

## COMING EVENTS

- Nov. 24 - Thanksgiving day - Closed for business
- Nov. 25 - Black Friday - Closing at 6:00 pm
- Dec. 26 - Christmas Day Observance - Closed for business
- Jan. 02 - New Years Day Observance - Closed for business
- Jan. 16 - Martin Luther King Day - Closed for business



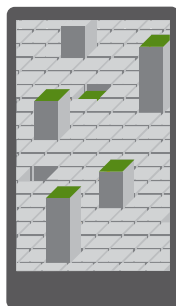
# The Scam Update

**3**  
things you  
can do to  
**AVOID  
FRAUD**

## 1 Hang up on robocalls.

If you answer the phone and hear a recorded sales pitch, hang up and report it to the FTC. These calls are illegal, and often the products are bogus. Don't press 1 to speak to a person or to be taken off the list. That could lead to more calls.

**2** Don't believe your caller ID. Technology makes it easy for scammers to fake caller ID information, so the name and number you see aren't always real. If someone calls asking for money or personal information, hang up. If you think the caller might be telling the truth, call back to a number you know is genuine.



## 3 Talk to someone.

Before you give up your money or personal information, talk to someone you trust. Con artists want you to make decisions in a hurry. They might even threaten you. Slow down, check out the story, do an online search, consult an expert or just tell a friend.

**Helping to  
keep you  
scam-free**

**[ftc.gov/complaint](http://ftc.gov/complaint)**  
**1-877-FTC-HELP**  
**(1-877-382-4357)**

## Chip Debit Card

This is an important message in regards to your Lusitania Debit Card.

We issued new Chip Debit Cards to all customers. Please activate and use your new card as soon as possible. For security reasons your old card should be destroyed.

If you have not received your new chip card, please contact us at 973-344-5125.



## Customer Appreciation Day Picnic



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 non-customers joined our employees and directors this year at the Forrest Lodge in Warren, New Jersey on June 19, 2016



## 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



### APPLY TODAY!

See a Representative.

### 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.  
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## 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](http://www.AllpointNetwork.com) or calling 1-800-809-0308 Option 2

## The Newest Members of the Lusitania Customer Service Team



Tania Gafanha

Gafanha, Portugal



Lucinda Marinheira

Coimbra, Portugal



Karla Chamba

Loja, Ecuador

## 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:

**Brian Alves:** Branch Coordinator  
**Sandra Martins:** Ferry  
**Steve Da Silva:** Harrison  
**Silvia Machado:** 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](mailto: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.