



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

MyLusitania Mobile App

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

Lusitania Savings Bank

Fall Newsletter

2017

SAFE DEPOSIT BOXES



**Now available in
all our branches!**

Small and Large
sizes available

Small Business Checking

- Free business debit card
- Free online banking and Bill Pay
- Free mobile banking through MyLusitania App
- 500 free transactions per month, \$0.20 each additional transaction
- No monthly service charge for the first six months*
- Overdraft Protection available**

*After 6 months, the monthly service charge is waived when an average balance of \$200.00 is maintained

**Subject to Credit Approval

LOAN BUNDLE PROGRAM

Investment Property Financing

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

10-YEAR FIXED RATE 1-4 Family Investment

2.375% Rate **0 Points** **2.490%** APR

15-YEAR FIXED RATE Commercial Properties

4.125% Rate **0 Points** **4.240%** APR

Payment Example: \$9.37 per \$1,000 borrowed on a \$100,000 10-year fixed rate mortgage at an interest rate of 2.375% will result in 120 payments of \$937.03. Payment Example: \$7.46 per \$1,000 borrowed on a \$100,000 15-year fixed rate mortgage at an interest rate of 4.125% will result in 180 payments of \$745.67. 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 April 24, 2017 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



Over the last few years, I've found that when I tell someone that I am the President/CEO of a community bank, I frequently get the same type of follow-up question: "What's the difference between a community bank and one of those large, multi-billion dollar banks?" Banking institutions from the largest to the smallest offer generally the same kind of products and services to their

customers, so it's tempting to believe that if you know how "big box" banks work then you also understand community banks. To paint all banking institutions with the same broad brushstroke is to do a tremendous disservice to community banking, however. The differences between large "big box" banks and community banks are significant, and should directly inform your choice of what you are looking for in a banking institution. The most obvious difference, of course, is usually size: those "big box" banks are often dozens (sometimes hundreds) of times bigger than some community banks. In addition, "big box" banks are typically publicly-traded on stock exchanges and, as a result they have shareholders to whom they need to be accountable. In contrast, many community banks such as Lusitania are not publicly-traded and so can remain focused on being accountable to customers instead of shareholders.

Those two differences end up meaning a number of things that absolutely should matter to you as a banking customer. First off, the sheer size of large "big box" banks means that they are unable to offer the same level of customer service as a community bank. It's a simple matter of numbers: it's much harder to make sure thousands of customer service representatives are doing their jobs well - and putting customers first - then it is to make sure that a few dozen customer service representatives are doing so. Second, the fact that "big box" banks are publicly-traded means they usually can't offer the same personalization in their products and services as community banks. The "big box" bank way is a "one-size-fits-all" approach because they've decided: (1) what the majority of their customers want; and (2) that tailoring their products and services to the needs of individual customers isn't worth the cost to them. As publicly-traded companies, they need to worry about keeping their shareholders happy. Personalized products and services are great for customers, but they don't add anything to a "big box" bank's bottom line, which is what the shareholders are focused on.

In addition to customer service and personalization of products and services, there is another key difference between "big box" banks and community banks that I

would like to take this opportunity to highlight. By its very nature, a community bank has more freedom to craft its own corporate mandate, one not focused solely on the bottom line, but also on giving back to the community of which it is a part. For Lusitania, a successful year isn't just about adding deposits, loans and customers to the books: we also measure our success by looking to how much of a positive impact we've had on the lives of people in our communities. As President/CEO of this institution, I'm proud to be able to say that each year, Lusitania Savings Bank and its employees undertake a wide range of fund-raising and outreach projects intended to make our communities better places to live and work.

In June 2017, Lusitania held its Annual Customer Appreciation Day Picnic in Warren, NJ. The event serves not only as a gesture of our appreciation for our customers' patronage, but also an opportunity for customers, employees and directors to come together and celebrate all the things they love about being part of our communities. Also in June of 2017, Lusitania employees (including the bank's Chief Operating Officer) travelled to Asbury Park, NJ to partner with Coastal Habitat for Humanity in helping to rebuild a home still suffering from the damage of Hurricane Sandy. On October 15, 2017, dozens of Lusitania employees joined family and friends to participate in the Making Strides Against Breast Cancer Walk hosted by the American Cancer Society in downtown Newark, NJ. In November 2017, Lusitania - again in collaboration with the American Cancer Society - is raising funds for Pancreatic Cancer Awareness. As part of the initiative, customers who give a donation of at least \$10 towards the cause receive a free t-shirt. As with all Lusitania fund-raising projects, every dollar donated by customers goes, along with any additional funds donated by the bank itself, directly to the charity. In December 2017, Lusitania will once again be collecting toys to donate to needy children for the holiday season as part of the local Toys for Tots Program. Each year, we've seen an outpouring of donations from both customers and employees to this U.S. Marine Corps program and we expect that this year will be no different. You can find pictures of just some of Lusitania's community involvement projects in the "Making A Difference In Your Community" section on the last page of this Newsletter.

I feel strongly that a bank can't call itself a "community bank" unless it takes the "community" part of its name seriously. I believe that Lusitania Savings Bank has taken that responsibility to heart since its inception in 1980. Going forward, it is my sincere goal that, by focusing not only on great customer service and personalized products but also on genuinely improving our communities, Lusitania will continue to not only meet all of your banking needs, but also make you proud to call yourself a customer.

Jorge S. Gomes, Esq.
President / CEO

The Scam Update

Helping to
keep you
scam-free

The Equifax Data Breach: What to Do

There are steps to take to help protect your information from being misused. Visit Equifax's website, www.equifaxsecurity2017.com. Find out if your information was exposed. Click on the "Potential Impact" tab and enter your last name and the last six digits of your Social Security number. Your Social Security number is sensitive information, so make sure you're on a secure computer and an encrypted network connection any time you enter it. The site will tell you if you've been affected by this breach.

- Whether or not your information was exposed, U.S. consumers can get a year of free credit monitoring and other services. The site will give you a date when you can come back to enroll. Write down the date and come back to the site and click "Enroll" on that date. You have until January 31, 2018 to enroll.
- You can also access frequently asked questions at the site.

Here are some other steps to take to help protect yourself after a data breach:

- **Check your credit reports** from Equifax, Experian, and TransUnion — for free — by visiting annualcreditreport.com. Accounts or activity that you don't recognize could indicate identity theft. Visit IdentityTheft.gov to find out what to do.
- **Consider placing a credit freeze on your files.** A credit freeze makes it harder for someone to open a new account in your name. Keep in mind that a credit freeze won't prevent a thief from making charges to your existing accounts.
- **Monitor your existing credit card and bank accounts closely** for charges you don't recognize.
- If you decide against a credit freeze, **consider placing a fraud alert on your files.** A fraud alert warns creditors that you may be an identity theft victim and that they should verify that anyone seeking credit in your name really is you.
- **File your taxes early** — as soon as you have the tax information you need, before a scammer can. Tax identity theft happens when someone uses your Social Security number to get a tax refund or a job. Respond right away to letters from the IRS.

Visit Identitytheft.gov/databreach to learn more about protecting yourself after a data breach.

HALLOWEEN FUN



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 Option 2

CardValet® Get started!

CardValet is a new free card management and fraud mitigation tool for debit cardholders. You just simply download the free app from the Apple® App Store, Google® Play Store or MyLusitania Mobile Banking application, and start actively managing your debit card(s).

Download the app Now!



Making a Difference in Your Community



Thank you to our Lusitania Savings Bank employees and friends that participated in the Making Strides against Breast Cancer walk on October 15, 2017.



MakingStridesWalk.org / 1-800-227-2345



Thank you to our Lusitania Savings Bank employees who on June 27, 2017 went out to Asbury Park, New Jersey and helped rebuild a home with Coastal Habitat for Humanity.

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

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 18, 2017.



The Newest Members of the Lusitania Customer Service Team



Helena Silva
Lagos, Algarve - Portugal



Brian Goncalves
Seia, Guarda - Portugal

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.