



Lusitania Savings Bank, fsb

Spring Newsletter

2009

29th Annual Picnic

Date: Sunday, June 21, 2009

Time: 10 AM to 7 PM

Location: FOREST LODGE
11 Reinman Road
Warren, NJ 07059

Facilities: Swimming Pool, Dance Area, Soccer Field, Volleyball Courts, Tennis Courts, Basketball Courts, Bocci Area, Baseball Field



Events: Soccer Game
International Variety Show
Music: Mx3 Band
Variety of popular games for all ages
Prizes for winners

Food: Food & beverages (sodas) served continuously from 10 AM to 6 PM
Beer & Wine will be served from 1 PM to 6 PM



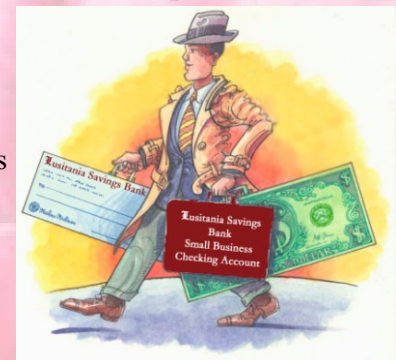
Tickets go on sale May 11, 2009

Our New Small Business Checking Account

At Lusitania Savings Bank you are not just another customer. We are a financial institution committed to provide you with outstanding customer service and help you achieve economic success and financial security. Our products and services are tailored to your financial needs. With that in mind, we have just added a new product to the family of our business accounts. This new product is customized for the start up or existing small business.

Features:

- Minimum opening balance requirement \$100
- Free transactions*
- Free MasterMoney business debit card
- Free ATM transactions at over 37,000 ATM machines
- Free account maintenance**
- Free Tax Payments
- Free Internet Banking
- Free Telephone Banking
- Merchant Services Available
- Overdraft Protection Available
- Business Credit Card



*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.

For more information call or stop by today. One of our knowledgeable Customer Service Reps will be able to answer your questions.



EQUAL OPPORTUNITY LENDER



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:

Monday	9:00 am-6:00 pm
Tue-Thurs	9:00 am-5:00 pm
Friday	9:00 am-7:00 pm
Saturday	9:00 am-2:00 pm

Drive Thru Schedule:

Pulaski & Hillside Offices	
Monday	8:30 am - 6:00 pm
Tue-Thurs	8:30 am - 5:30 pm
Friday	8:30 am - 7:00 pm
Saturday	8:30 am - 2:00 pm

A Message from the President

There is an old saying I've come across a few times that tells us that "if a plant is growing too quickly, chances are, it must be weed."



These sorts of proverbs have managed to survive over the years because they impart a particular type of wisdom - they offer advice that applies as equally well today as it did in the time they were first written. They provide us with an opportunity to learn from the mistakes of others, rather than suffer through the learning pains that come with making those same mistakes ourselves.

As a result, we can only feel frustrated when we end up paying the price because others refused to learn from the lessons of the past. On Wall Street, for example, the country's financial experts were not content with merely moderate annual growth. They created new products, like mortgage-backed securities, that were never fully understood by even their brightest minds and then rejoiced when the market for those products grew so quickly. As we all know by now, those products turned out to be proverbial weeds and now Wall Street is left wishing that it could turn back the clock and stop those plants from having grown so quickly. Such mistakes could have been prevented, since they have been made on Wall Street so many times before, in so many different forms. Sadly, however, the words of Winston Churchill still ring true today: "Those that do not learn from history are doomed to repeat it."

What is even more unfortunate is the fact that we are all now paying the price for the mismanagement of some. For example, even though only a select number of banks contributed to the financial crisis, the public has painted all banks with the same broad brushstroke of blame. The reality is that while some large banks have gone to Washington with open hands and pocketed countless sums of bailout money financed by your tax dollars, most community banks like Lusitania never needed, never asked for, and never received any government assistance, yet our costs for FDIC insurance of your deposits have skyrocketed.

Lusitania Savings Bank has held true to its conservative lending principles and its focus on customer service over the years. We did not create the problems our communities are facing today, but we welcome the opportunity to be a part of the solution. If you are looking for financing to help you capitalize on a buyer's market or to take advantage of a particular foreclosure or short-sale property deal, we are here to help.

I hope you enjoy the summer months. Just remember to be on the lookout for any weeds.

Augusto A. Gomes,
President/CEO

Surcharge-Free ATM Network

Lusitania Savings Bank has teamed up with Allpoint, an ATM network that gives you access to over 37,000 ATM's nationwide at **no charge** to you.



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

PLEASE NOTE: Some Allpoint ATMs may still display a surcharge screen during your Allpoint transaction. If that happens, simply enter "Yes" to accept the surcharge and proceed with your withdrawal. **YOU WILL NOT BE CHARGED THE SURCHARGE.**

Locations near you:

Newark, 07105 - Walgreens, Postal Center Plus, Quick Chek

Harrison, 07029 - Hess Station, Quick Chek, Value Plus Pharmacy

Kearny, 07032 - CVS, Hess Station, Quick Chek

Elizabeth, 07201 - Walgreens, Rite Aid, 7-Eleven

Union, 07083 - Target, 7-Eleven, Costco

Clark, 07066 - Target, Walgreens, Quick Chek

BE AWARE

- Do they promise you **low fixed rates???**
- Do they promise you the **lowest payments???**
- Do they promise you mortgage **loans at no cost???**
- Do they promise you advantageous loan terms under government loan programs and **stimulus packages???**



Contact our Mortgage Department
Get the explanations you need to make an informed sound financial decision about your home financing.
Don't fall for any snake oil scams

COMING EVENTS

- May 11 Picnic tickets for sale, limited to first 3,000
- May 23 to Sept. 5 Saturday Summer Hours:
Lobby: 8:30 am to 12:00 pm
Drive Thru: 8:00 am to 12:00 pm
- May 25 Memorial-Day Closed for business
- June 21 Customer Appreciation Day
29th Annual Picnic
- July 4 Independence-Day Closed for business

ATM SECURITY

Customer safety is our top priority.

- The Banking industry believes that even one incident of ATM crime is too many.
- We work closely with police officers and take preventive measures to enhance consumer safety. These measures include surveillance cameras, increase lighting, and withdrawal limits.
- We must carefully balance customer convenience and security. We ensure that customers have a safe environment, but there is no substitute for good, cautious behavior on the part of the customer.



ATM Safety Tips:

- Keep your PIN number a secret. Never write it down or share it with anyone - not even family members.
- Be aware of your surroundings, particularly at night. Make sure that the ATM is free of sight obstructions. If you observe suspicious persons or circumstances, do not use the machine.
- Have your ATM card ready and in your hand as you approach the ATM.
- Use your body to "shield" the ATM keyboard as you enter your PIN.
- Always take your receipts or transaction records with you.
- Do not count or visually display any money you received from the ATM. Immediately put your money into your pocket or purse and count it later.
- If you are using a drive-up ATM, be sure passenger windows are rolled up and all doors are locked.

The Scam Update

Helping to
keep you
scam-free

Scammers are always looking for new ways to separate you from your money. There's only one way to fight back - stay informed!

I.R.S. Email Scam – be on the lookout for "phishing" emails (or calls) that appear to come from the I.R.S. These bogus emails may indicate, for example, that you are entitled to a refund or that your return will be audited. Remember to keep in mind that the I.R.S. does not send unsolicited, tax-account related e-mails to taxpayers.

What To Do If You Think You've Been Victimized

- Contact the FTC at www.ftc.gov or by calling 1-877-FTC-HELP.
- File a complaint with the New Jersey Department of Consumer Affairs at <http://www.state.nj.us/lps/ca/home.htm>
- If you receive a phishing email that appears to come from the I.R.S., you can forward it directly to: phishing@irs.gov
- Let us know – we can help direct you further!

Consumer Loans

Auto Loans New or Used

Refinance your car loan with us and save .25% on interest, by simply having payments directly deducted from your personal checking account.

- Get the car you want with payments that fit your budget.
- Quick approvals with competitive rates.
- Loans offered up to 90% of new vehicle purchase price/market value.
- Flexible refinance terms available.
- Financing for a large variety of personal and commercial motor vehicles.
- 100% financing for qualified applicants.



Lines of Credit

Our Lines-of-Credit offer you more than convenience, they can save you money. Payoff high interest credit card balances and other high cost loans into a low interest Line-of-Credit, with flexible payments. With a personal line of credit you will pay interest only on the amount you use. You will be ready to take advantage of a great opportunity or cover an emergency up to your credit limit.

Personal Loans

Need extra cash? We can help you! Take advantage of our personal loan programs and free up some cash for gift shopping and other expenses. You may also get a personal loan with a fixed rate and term with regular payments, and use it for any purpose from vacations to tuition.

Account Loans

Account loans are collateralized against your savings or certificate of deposit account. Loan terms may not exceed the deposit account terms. The deposit account becomes available as debt is repaid. We offer affordable rates. This is a simple, fast, and convenient service providing you with purchase power or funds availability without affecting your hard earned savings.

Please stop in and speak with one of our loan officers for more details.

ONLINE BANKING

Never wait on line again! Sign up for online banking! Customers are able to access their accounts from the comfort of their homes and always be on top of their transactions.

Visit our web page at www.Lusitaniabank.com and sign up!



Go online and experience the convenience of banking with just one click!

Some key features:

- Account Summary
- Funds Transfer
- Account Statements
- Check Images
- Account Alerts



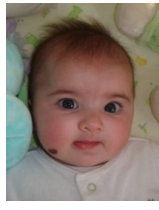
All of us at Lusitania would like to congratulate the following employees on their new addition to their families.



Melissa Mota,
daughter of Lucia &
Antonio Mota



Eduardo Galvao,
son of Claudia &
Jose Galvao



Isabela Martins,
daughter of Rui &
Susete Martins

CONGRATULATIONS



Congratulations to Florbela De Almeida for 25 years of service at Lusitania Savings Bank.

Some Halloween Fun



THANK YOU NOTE



Cystic Fibrosis



Habitat for Humanity

We would like to take the opportunity to thank all the customers who donated to our recent fundraising events. We collected \$1,000 for Cystic Fibrosis and \$1,460 for Habitat for Humanity. Once again, thank you.

MANAGEMENT TEAM

Officers:

Augusto A. Gomes: President/CEO

Jorge S. Gomes: Executive V.P.

Sandra Teixeira: VP of Finance

Maria C Pequito-Duarte: VP of Lending

Florbela De Almeida: VP of Operations

Branch Managers:

Sandra Fernandes: Branch Coordinator, Pulaski

Sandra Martins: Ferry

Michelle Queiruga: Harrison

Filipe Fernandes: Hillside

Express Telephone Banking



Access your account from anywhere!

Dial (973) 344-5683

24 HOURS/ 7 DAYS A WEEK

Long distance charges might apply.

LET US HEAR FROM YOU

How can we serve you even better?

We strive to provide excellent service to you every day, in everything we do. This means constantly improving upon the way we do business, and we want your input on how we can further improve.

Please share your suggestions on ways we can serve you even better by completing the following information

Our team will review all suggestions submitted, and if we decide to use yours, we'll pay you \$50.00 for it!

That's how serious we are about excellent customer service.

Name: _____

Phone: _____

Address: _____

Email: _____

Your Suggestion or Idea for Improvement: _____

Please mail this form to: Lusitania Savings Bank, fsb
Attention: Augusto Gomes, CEO
107 Pulaski Street
Newark, New Jersey 07105
aagomes@lusitaniabank.com

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.