



NEWSLETTER

SPRING 2019

Customer Appreciation Day Picnic

Date: Sunday, June 16, 2019, 10 AM to 6 PM

Location: FOREST LODGE
11 Reinman Road, Warren, NJ 07059

Facilities: Swimming Pools, Dance Area, Soccer/Baseball Fields, Volleyball, Tennis, Basketball, Bocci Courts



Customer discount prices only for those with a minimum balance of \$2,500 on May 11, 2019

Events: Soccer Games, International Variety Show
Music: Primavera
Popular games for all ages; Prizes for winners

Food: Food & beverages served from 12 PM to 5 PM

Tickets go on sale May 13, 2019

TICKETS LIMITED TO 3,000!

NO TICKETS SOLD OR VOUCHERS ACCEPTED AT THE GATE

Tickets/Vouchers non-transferable ID required to redeem
Tickest/Vouchers not valid if lost or stolen
No pets allowed

Bus Transportation for Senior Customers Only
Seniors age 60+

Must reserve seat at time of ticket purchase at the main office. Limited availability. First come, first served.

Mortgage Center

Visit our Mortgage Center to Apply Online at
WWW.LUSITANIABANK.COM/MORTGAGES



Scan For Today's Rates



A Message from the President



If you're like most people in this state, "Tax Day" came with a pretty big sticker shock this year. The tax plan enacted by the current administration had a noticeably costly impact on the residents of states like N.J., where income and property taxes are higher than other parts of the country.

Combine high state and local taxes ("SALT") with new lower limits on SALT deductions and the typical federal income tax bill was bound to be higher this year. With the recent tax bill still on everyone's mind, it seems like a good time to revisit a valuable tool for reducing your federal income tax bill for next year and going forward: the "Individual Retirement Account", or "IRA" for short.

An IRA is basically a savings account that comes with big tax breaks. Unlike 401(k)s, which are accounts provided by your company, the most common IRA's are accounts that you open on your own, both to save for retirement and to take advantage of their tax benefits. There are two primary types of IRA's: traditional IRA's and Roth IRA's. The main difference between these is when

continued on the next page...

JUMPSTART TO HOME OWNERSHIP MORTGAGE LOAN PROGRAM

FOR FIRST-TIME HOMEBUYERS, THE PATH TO HOME OWNERSHIP CAN BE SMOOTHER WITH LUSITANIA SAVINGS BANK



- **10% Down Payment**
- **No Mortgage Insurance**
- Amortization terms up to **30 years** with competitive fixed and variable rates
- **No Application Fee**
- **No Interest Monthly Payments** up to 3 Months with a maximum interest savings of \$3,000.00

Payment Example: \$4.70 per \$1,000 borrowed on a \$100,000 30-year fixed rate mortgage at an interest rate of 3.875% -3.913% APR will result in 360 payments of \$470.24. Actual monthly payment may be higher because example does not include applicable property taxes, fees, insurance premiums or other related costs. Minimum finance charge of \$555.00. Financing of purchases of owner occupied 1-2 family properties with maximum loan to value of 90%. Based on the exemplified payment and with 3 months of no interest payments the maximum accumulative interest savings corresponds to \$967.32. Rates and terms 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

EQUAL OPPORTUNITY LENDER

president's message continued...

you pay income taxes on the money you put into the accounts. With a traditional IRA, you pay taxes on the back end – in other words, when you finally take the money out of the account at retirement age. With a Roth IRA, it's the exact opposite – although there is no tax advantage initially, you don't pay any taxes when you eventually withdraw money from the account. There are other differences between traditional and Roth IRA accounts as well. While almost anyone with earned income can contribute to a traditional IRA, there are income limits for contributing to a Roth IRA, so not everyone can take advantage of the latter. Also, with a traditional IRA, you must start withdrawing the money you put into the account by the time you reach age 70 ½. With a Roth IRA, however, you can leave money in the account for as long as you want, letting it grow as you grow older.

Either type of IRA is a smart choice for maximizing your tax savings, for a simple reason: the money you put into an IRA grows tax-free for as long as you have the account. Income from the interest you earn in an IRA gets compounded, without the government taking a piece in the form of income taxes every year. In addition, you also escape paying taxes on either the money you put into the plan initially (with a traditional IRA) or on the money you take out at retirement (with a Roth IRA). So what's the catch? Well, the government puts limits on how much you can put into an IRA each year. Most people under 50 can contribute no more than \$6,000 annually into an IRA (or \$7,000 for people age 50 or older). Also, there are different eligibility restrictions for each type of IRA depending on your income and employment status. First, consult with a tax professional for more information about Internal Revenue Service (IRS) tax rules and regulations regarding IRA's. Then, drop by one of our offices, where a Lusitania Customer Service Representative would be happy to get you set up with an account so that you can start saving towards retirement (and avoid paying another huge income tax bill next year) as soon as possible.

- Jorge S. Gomes, Esq.
President/CEO

MANAGEMENT TEAM

Officers:

Jorge S. Gomes, Esq.: President / CEO

Sandra M. Teixeira: VP of Finance

Maria C. Pequito-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

PRIVACY NOTICE

For information on our privacy notice please go to our website at Lusitaniabank.com. We will also mail the annual privacy notice to customers who request it by telephone within ten days of the request.

The Scam Update

Helping to keep you scam-free

Crooks using honey to get the money

The New York Post says scam artists are coating the inside of USPS mailboxes with a "thick honey-like substance" in a low-tech hack designed to steal your letters and bills. The sticky substance basically acts like a flypaper; it catches letters that people drop down the chute to be mailed. Crooks can then later retrieve whatever envelopes get stuck and rifle through the contents to find checks and cash.

The cash is just gimme for the bad guys, while checks make the crooks work a little harder. Checks have to be "washed" by criminals, a special process that removes pen ink from the face of a check, and leaves the crooks free to change the recipient's name on the check - or add an extra zero or two to the dollar amount - and then cash it.

Here are some ways to protect yourself

- Don't send cash in the mail.
- Use your bank's bill pay to send paper checks directly to the recipient.
- Only mail letters directly at the post office.
- Use mailboxes that have slots, not doors.
- Make friends with your mail carrier and hand them your outgoing mail directly.
- If you see mail getting stuck at the mailbox, report it immediately to the USPS.

Supporting our Community



PANCREATIC CANCER AWARENESS



We would like to take the opportunity to thank all the customers who donated to our recent fundraising event. Your generosity in the month of November helped raise \$6,000 for Pancreatic Cancer Awareness.



Thank you to all the customers and employees that donated to our December toy drive.