



NEWSLETTER

SPRING 2020

Notifi - SecureAlerts June 2020



Introducing SecureAlerts.

New SecureAlerts from Lusitania Savings Bank, let you know the moment something important happens in all your accounts by instantly sending

a message via text*, email, or push notifications to your mobile device. It's a free service for our customers.

Mobile Deposit Coming Soon

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

Mortgage Center

Visit our Mortgage Center
to Apply Online at

WWW.LUSITANIABANK.COM/MORTGAGES



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Today's Rates



EQUAL OPPORTUNITY LENDER



A Message from the President



I am a big believer in being prepared. I've always felt that if you plan ahead for the "what if's" of life, you can avoid having to deal with many of the "what now?" situations. Sadly, you can't avoid them all, and the biggest risks often come from the dangers you don't see coming. The crisis we all find ourselves in now as a result of the

COVID-19 pandemic is exactly that type of "what now?" situation – of course you plan ahead as best you can, but you can never be fully prepared for the impact of something that changes every aspect of your life in the blink of an eye.

Seemingly overnight, the world ground to a halt. The restaurants that we ate at closed their doors, open for take-out only or not at all. Grocery shopping suddenly became risky, a trip that required a mask and maybe gloves, just to pick up some milk or eggs. Our children's schools closed and we were thrown into the chaotic world of homeschooling. Our friends and family lost their jobs, like many across the country. Neighbors became unrecognizable behind masks. We were introduced to a new vocabulary of terms like "social distancing," "self-quarantine," and "non-essential business." Everyone had a story of losing a loved one to the virus, or a friend, or a friend of a friend. It seemed like many of those things that we took for granted for so long, those things that made up "normal life," vanished in the wake of the virus' impact.

In these crazy times, one thought gives me optimism going forward: I know that we are strong. We have faced great challenges before and we have risen to the occasion each time. And so, as we have always done, we adjust. We adapt to a new definition of "normal." We accept these novel limitations on our lives and we enjoy the positives coming from them that we never expected, like more time with our families and new ways to enjoy the company of friends. We will get through this crisis the same way that have gotten through every crisis of the past – by relying on each other, as a community.

As we travel this road towards a "new normal" together, you can count on Lusitania Savings Bank every

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president's message continued...

step of the way. As a true "community savings bank," we understand the critical role we must play in the lives of our customers and we are prepared for the challenge. Like all essential businesses, we've had to make operational changes to do our part in limiting the spread of COVID-19. We make sure to follow CDC guidance on social distancing, PPE for our employees and regular disinfection of work areas. We've set aside special business hours each day limited to high-risk individuals, such as senior citizens. We've temporarily expanded the hours of operation for our drive thru's so that you can handle most banking transactions on your time and without leaving your vehicle. Our ATM's, online banking website and mobile banking app offer you access to your account 24 hours a day and our online mortgage center allows you to apply for a mortgage loan from anywhere and at any time. In the months to come, we will be rolling out a new "mobile deposit" feature that will allow you to deposit checks with just your cellphone, keeping you safely at home. We expect that many of the government restrictions on businesses and people will be eased or lifted entirely in the months to come, but the truth is that no one can be sure what the "new normal" is going to look like. What you can be sure of is that Lusitania Savings Bank will continue to do everything we can going forward to make banking as safe and convenient for you as possible.

- Jorge S. Gomes, Esq.
President/CEO

New Employees



Joan Rocha
Arcos de Valdevez
Portugal



Valeria Nicoll Erazo
Lima, Peru

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



Coronavirus: Scammers follow the headlines

- **Don't click on links from sources you dont know.** It could download a virus onto your computer or device. Make sure the anti-malware and anti-virus **software** on your computer is up to date.
- Watch for emails claiming to be from the Centers for Disease Control and Prevention (CDC) or experts saying that have information about the virus. For the most up-to-date information about the Coronavirus, visit the **Centers for Disease Control and Prevention (CDC)** and the **World Health Organization (WHO)**.
- Ignore online offers for vaccinations. If you see ads touting prevention, treatment, or cure claims for the Coronavirus, ask yourself: if there's been a **medical breakthrough**, would you be hearing about it for the first time through an ad or sales pitch?
- Do your homework when it comes to donations, whether through **charities** or crowdfunding sites. Don't let anyone rush you into making a donation. If someone wants donations in cash, by gift card, or by wiring money, don't do it.
- Be alert to "investment opportunities." **The U.S. Securities and Exchange Commission (SEC)** is warning people about online promotions, including on social media, claiming that the products or services of publicly-traded companies can prevent, detect, or cure coronavirus and that the stock of these companies will dramatically increase in value as a result.

Want more information on the latest scams we're seeing? Sign up for our **consumer alerts**. If you come across any suspicious claims, report them to the FTC at [ftc.gov/complaint](https://www.ftc.gov/complaint).

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 \$5,000 for Pancreatic Cancer Awareness.



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