



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

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 Spring Newsletter 2017

Customer Appreciation Day Picnic

Date: Sunday, June 18, 2017
Customer Appreciation Day

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



Customer discount prices only for those with a minimum balance of \$2,500 on May 13



No tickets, No entrance
No exceptions



Events: Soccer Game
International Variety Show
Music: Iberia Sound 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 15, 2017
Limited availability

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.

A Message from the President

For those of you looking to take out a loan over the next few months to purchase real estate property, there's an unavoidable fact that you're going to have to plan for: interest rates are going up. On March 15, 2017, the Federal Reserve raised its key interest rate by 0.25% and indicated that there would very likely be more rate hikes to come in 2017. After raising rates only once in each of 2015 and 2016, the Federal Reserve (or "Fed") reaffirmed its commitment to raising rates more rapidly this year. Federal Reserve officials project that they will raise rates two more times in 2017. That projection depends, of course, on how well the U.S. economy does this year, but it doesn't leave much doubt that the Fed feels optimistic about the current economic environment. Given that the country had added jobs for 77 consecutive months and that the unemployment rate had dropped to just 4.7% in March, it came as little surprise that the Fed raised the key interest rate at that time and projected two more rate hikes this year.

This matters to you as a consumer for a simple

Continued on next page...

LOAN PROGRAMS FOR ALL YOUR REAL ESTATE NEEDS

FINANCING FOR ALL
TYPES OF PROPERTIES
Residential & Commercial



- REFINANCES
- HOME EQUITY LOANS
- LINES OF CREDIT
- CLOSINGS AT OUR OFFICE AT NO COST

Very competitive Fixed & Adjustable Rates

We also Finance
Foreclosed and Short-Sale Properties

Start saving money today.

Contact our Mortgage Loan Department for
more information at 973-344-5125 Ext. 129
Subject to Credit Approval



EQUAL OPPORTUNITY LENDER



President's Message continued...

reason: the cost of borrowing money in this country is tied closely to the short-term rate that the Federal Reserve raised in March. As this rate goes up, so do the rates for all types of loans, including rates on mortgage loans for the purchase of real estate property. A higher mortgage interest rate makes purchasing property a more costly proposition over the life of a loan. For example, a rate hike of .50% over current interest rates (which is how much the Fed is projecting it will raise rates in 2017) could easily result in an additional cost to consumers of tens of thousands of dollars over the life of a 30-year fixed rate mortgage loan, depending on the amount borrowed.

At Lusitania Savings Bank, we understand the hardship that rising rates can have on our customers looking to buy property. Owning real estate continues to be one of the best investments you can make, but it becomes more difficult to make that investment when the costs of borrowing go up significantly. We are taking a two-tiered approach to help our customers out in this rising rate environment. First, we have kept our lending interest rates extremely competitive in our communities. Come by our loan department at 107 Pulaski Street in Newark, NJ and speak with one of our loan representatives about the current rates we offer on fixed-rate mortgages ranging from 10 to 30 year terms. Then feel free to shop around - you will find that our rates (all offered without points) are some of the best available in the area from any financial institution.

The second initiative that we've undertaken to soften the blow of rising rates on our customers is our Loan Bundle Program, which you may have already seen advertised locally. The way the Loan Bundle Program works is simple: by taking out two or more loans with Lusitania at the same time, you will receive a reduction on the interest rate of each loan eligible for the discount. The level of the rate discount depends on the total amount of the loans taken out with us (purchase or refinance) - as of the time of this writing, that discount can be as much as .75% off our regular rates for eligible loans! That rate discount is already more than the .50% increase in rates that the Fed is projecting by the end of 2017 and it could save you significantly over the life of your mortgage loans. We are proud to offer this program to Lusitania customers as a way to effectively combat rising interest rates.

There is no getting around the fact that interest rates will be going up this year. Those of you looking to take out loans to purchase properties do have options available to you to control the additional costs of rising rates. If you're looking for a simple mortgage loan, we encourage you to compare our current rates to those of our competitors. We are confident that you will find that Lusitania Savings Bank offers some of the lowest fixed loan rates you will find anywhere in our area. For those of you with larger financing needs and looking to get the biggest cost savings you can, come by our Loan Department and speak with a loan representative about our Loan Bundle Program and the interest rate discount it offers on eligible loans - we guarantee that you will be amazed at how much our Loan Bundle Program can save you in the face of rising rates over the years to come.

Jorge S. Gomes, Esq.
President / CEO

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

How to keep your personal information secure

Use Security Software

Install anti-virus software, anti-spyware software, and a firewall. Set your preference to update these protections often. Protect against intrusions and infections that can compromise your computer files or passwords by installing security patches for your operating system and other software programs.

Avoid Phishing Emails

Don't open files, click on links, or download programs sent by strangers. Opening a file from someone you don't know could expose your system to a computer virus or spyware that captures your passwords or other information you type.

Be Wise About Wi-Fi

Before you send personal information over your laptop or smartphone on a public wireless network in a coffee shop, library, airport, hotel, or other public place, see if your information will be protected. If you use an encrypted website, it protects only the information you send to and from that site. If you use a secure wireless network, all the information you send on that network is protected.

Lock Up Your Laptop

Keep financial information on your laptop only when necessary. Don't use an automatic login feature that saves your user name and password, and always log off when you're finished. That way, if your laptop is stolen, it will be harder for a thief to get at your personal information.

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 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. © 2014 Elan Financial Services

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).

Real-time smartphone alerts can be customized based on the types of information you would like to receive. For example, you can set up an alert to be notified when a card is used, when a transaction is approved and exceeds any amount you choose, or when a card transaction has been attempted but has been declined. In addition, there is a feature to turn off/on a debit card. This feature is a safeguard in cases where a debit card has been lost or stolen or simply not in use.

We are excited to offer this new tool to personal and business customers! Not only is CardValet® user-friendly and convenient, but it will aide in our continued efforts to prevent fraud and identity theft for our cardholders.



Download the app Now!

My Lusitania Mobile Banking App

- Anytime Account Access
- Setup alerts and receive notifications by email or text
- Pay your bills anywhere with Bill Pay
- Send money to anyone, anywhere with Popmoney



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



Since Federal law permits consumers to obtain a free report annually from each of the three major credit reporting agencies, experts advise that you should get a free report from a different agency every four months. Doing so will allow you to monitor your personal security all year long.

**TO ORDER YOUR FREE CREDIT REPORT,
GO TO THE ONLY AUTHORIZED SOURCE:
www.annualcreditreport.com
1-877-322-8228**

The Newest Members of the Lusitania Customer Service Team



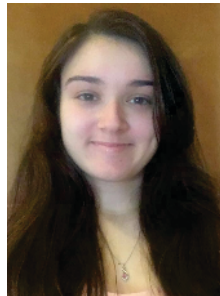
Sylvia Almeida

Montevideo, Uruguay



Tyler Nascimento

Figueira da Foz, Portugal



Katia Correia

Ilhavo-Aveiro, Portugal



Patricia P. De Lima

Arcos de Valdevez, Portugal



Candy Torres

Bogota - Colombia

COMING EVENTS

- May 15 - Picnic tickets go on sale, limited to first 3,000
- May 27 to Sept 2 - Saturday Summer Hours:
Lobby: 8:30 am to 12:00 pm
Drive Thru: 8:00 am to 12:00 pm
- May 29 - Memorial Day - Closed for business
- June 18 - Annual Customer Appreciation Day Picnic
- July 4 - Independence Day - Closed for business
- Sept. 4 - Labor Day - Closed for business

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:

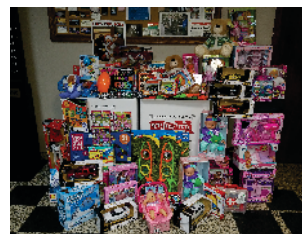
Brian Alves: Branch Coordinator
Sandra Martins: Ferry
Steve Da Silva: Harrison
Silvia Machado: Hillside



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 \$4,000 for Pancreatic Cancer Awareness.



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

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.