



# NEWSLETTER

## SPRING 2022

### Customer Appreciation Day Picnic

**Date:** Sunday, June 19, 2022, 10 AM to 6 PM

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



**Customer discount prices are only for those that meet the minimum balance requirement as of May 14, 2022**

**Events:** Music: Duo Primavera  
Lusitania Soccer Games  
Popular games for all ages; Prizes for winners

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

**Tickets go on sale May 16, 2022 and will be limited**

**NO TICKETS SOLD AT THE GATE  
NO VOUCHERS ACCEPTED AT THE GATE**

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

### SAFE DEPOSIT BOXES

#### SAFE DEPOSIT BOX SIZES:

Pulaski Street Main Office:	Small 3" x 5"	Large 5" x 5"
Ferry Street Branch:	Small 2" x 5"	Large 5" x 5"
Harrison Branch:	Small 3" x 5"	Large 5" x 5"
Hillside Branch:	Small 3" x 5"	Large 5" x 5"



**Available at All our Branches**

### Mortgage Center

Visit our Mortgage Center  
to **Apply Online** at

[WWW.LUSITANIABANK.COM/MORTGAGES](http://WWW.LUSITANIABANK.COM/MORTGAGES)



Scan For  
Today's Rates



### A Message from the President



There is a date that's been popping into my mind more and more lately: June 16, 2019. It was a Sunday, but it wasn't just any Sunday - it was Father's Day, almost three years ago. As it turns out, it was also the last time Lusitania held its Customer Appreciation Day Picnic. For Lusitania, and for me personally, the Picnic has always been an important annual event, around since the beginning of the institution itself. In its earliest form, when Lusitania was still a federal credit union in the 1980's, the Picnic was a very informal affair. Customers and their families and friends were invited to join bank employees at a public park in North Arlington. There were no tickets sold or required. The food that was eaten was whatever attendees brought themselves and tossed on the grills outside in the company of everyone. There was music, of course, but it didn't come from a professional band on stage. It poured from the instruments that guests had brought to the event and played alongside others, forming their own impromptu bands that would last for just the one day. Good company made for good times, as some of the customers who have been with us for decades would be happy to tell you.

As Lusitania grew bigger, so did the picnic. More and more people came out to celebrate with us, so the location was changed a number of times to accommodate an attendance that grew to over 2,500. Eventually, the Customer Appreciate Day Picnic was moved to Forrest Lodge in Warren, NJ, where it has been held ever since. The Picnic became something that our customers would

continued on the next page...

### Mobility Enhancements

**Upgraded Card Management Features  
Coming Soon to Our MobileApp**



Set transaction limits, view spending insights,  
add cards to your digital wallet and more!

president's message continued...

circle on their calendars. I've been told several times over the years that the bank's Picnic has been, for many, an opportunity to connect with friends they had not seen since the *prior* year's picnic. It was especially painful, therefore, to have had to cancel the Customer Appreciation Day Picnic in each of the last two years. COVID-19 impacted everyone and everything – the Picnic was no exception. A combination of government regulations and our concern for the safety of our employees, customers and other guests made holding the event, even at a location as large as Forrest Lodge, simply not possible.

I couldn't be more excited to announce that we will be holding the Customer Appreciation Day Picnic this year for the first time since 2019. In the interest of keeping employees, customers and all our guests safe, we will be limiting the number of tickets available for the Picnic to keep attendance to a safe and manageable number. Other than that, the 2022 Picnic should be similar to the ones that were held in prior years. As it was for so long before COVID-19, the Picnic will be held on Father's Day (June 19) at Forrest Lodge in Warren, NJ. For those of you who have had the opportunity to attend the Picnic over the years, I hope you will celebrate our return to relative normalcy and join us at Forrest Lodge once again this summer to reconnect with friends. For those of who you have never had the chance to attend the Picnic, this is the perfect opportunity to start a new tradition for yourself and your family. Good company will once again make for good times, so come out and join us.

- Jorge S. Gomes,  
President/CEO

**Lusitania SAVINGS BANK**

**COMMUNITY INVESTMENT LOANS**

Owner Occupied 5+ Multi-family Fixed Rate Mortgage		Investment 5+ Multi-family Fixed Rate Mortgage	
10yr 3.750% Rate 0 Points	3.954% APR	10yr 3.999% Rate 0 Points	4.195% APR
15yr 3.750% Rate 0 Points	3.891% APR	15yr 3.999% Rate 0 Points	4.132% APR

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TODAY'S LOAN RATES

Payment Example: \$10.01 per \$1,000 borrowed on a \$100,000 10-year fixed rate mortgage at an interest rate of 3.750% will result in 120 payments of \$1,000.61 on owner occupied 5+ multi-family. Payment Example: \$7.27 per \$1,000 borrowed on a \$100,000 15-year fixed rate mortgage at an interest rate of 3.750% will result in 180 payments of \$727.22 on owner occupied 5+ multi-family. Payment Example: \$10.12 per \$1,000 borrowed on a \$100,000 10-year fixed rate mortgage at an interest rate of 3.999% will result in 120 payments of \$1,011.98 on investment 5+ multi-family. Payment Example: \$7.39 per \$1,000 borrowed on a \$100,000 15-year fixed rate mortgage at an interest rate of 3.999% will result in 180 payments of \$739.69 on investment 5+ multi-family. Actual monthly payment may be higher because example does not include applicable property taxes, fees, insurance premiums or other related costs. Annual percentage rate (APR) based on \$100,000.00 loan with a 10-year & 15-year amortization term. Financing on properties located in Essex, Union, and Hudson Counties. Minimum finance charge of \$955.00. New loans only. Rates and annual percentage rates are based on 75% loan to value with 25% equity or 25% down payment. Rates and annual percentages 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

## The Scam Update

Helping to  
keep you  
scam-free

Found a **WORK-FROM-HOME** Gig?  
**CHECK IT OUT FIRST!**

**Common phrases used with WORK-FROM-HOME Scams:**

- Be your own boss.
- Guaranteed jobs.
- High-paying positions that don't require special training.
- On-the-spot job offers without an interview.

**What you can do:**

- Check directly with the company to verify its legitimacy.
- Get any job offer in writing
- Verify a potential employer by checking the BBB, your state's Attorney General's office, and your state's consumer affairs office.
- **REPORT IT!** 877-876-2455 or go to [www.uspis.gov/report](http://www.uspis.gov/report)

## New Employees



**Vincent Goncalves-Vides**  
Almeirim, Portugal &  
El Salvador



**Rafaella Marques**  
Arapongas, Paraná,  
Brazil



**Jennifer Henriques**  
Cadaval, Lisboa,  
Portugal



**Pedro André Valente**  
Lisboa, Portugal

**We are hiring!**



**Bradley Luzuriaga**  
Loja, Ecuador



**Angelica Abreu**  
Aveiro, Portugal



**Isabel Ferrante**  
Porto, Portugal



**Thais Dos Santos**  
Minas Gerais,  
Belo Horizonte, Brazil

## 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  
**Brian Alves:** BSA Officer

**Branch Managers:**

**Diogenes Lourenco:**  
Branch Coordinator /  
Security Officer  
**Alda Candido:** Ferry  
**Steve Da Silva:** Harrison  
**Sandra Martins:** Hillside