



NEWSLETTER

SPRING 2021

Value Plus Checking



Sometimes change is good... especially when we're talking about more change in your pocket.

Value Plus Checking, is the account that pays you back for ATM surcharges:

- Gives you freedom to use any ATM, anywhere
- Pays you back up to \$10.00 monthly to reimburse ATM surcharges you incur
- Ask us for more info about how to get your Value Plus Checking account today

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).

Download the app Now!



Mortgage Center

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

WWW.LUSITANIABANK.COM/MORTGAGES



Scan For Today's Rates



EQUAL OPPORTUNITY LENDER

A Message from the President



These last 14 months have been, without exaggeration, one of the craziest times I can remember. I have to believe the same is to be true for any of you reading this now. We started with an early stage of uncertainty - if not outright disbelief - over what we were starting to see and what we were being told was still to come. It seemed crazy to imagine that things could possibly get as bad as what the media and medical professionals were predicting. That

quickly gave way to the stress of having to reinvent our lives to deal with the new reality of COVID-19 when things did, in fact, become just as bad as was feared. A new language filled with phrases like "social distancing" and "self-quarantine" was born and many of us lost loved ones to the pandemic. All the while we wondered if things would ever get better. Then, the most brilliant minds among us came together to produce not one but three miracle vaccines, faster than any of us dared hope, and we allowed ourselves just a bit of cautious optimism. Now, hopefully, we find ourselves on the other side of this mountain. Although many in our communities are still not fully vaccinated, that number gets smaller each day. As it does, and as we begin to get the upper hand against the virus, we've begun to see a return to, if not the old normal, at least something that is starting to look a lot more familiar. And so I find myself – finally – being able to look back over this unprecedented year or so and to admire and give thanks for the efforts of certain people with the kind of appreciation that too often only comes through the luxury of hindsight.

Early on in the pandemic, our state and local governments passed executive orders which shut down the great majority of businesses in our state. Our governments recognized, however, that certain businesses were simply too "essential" to our communities to be closed. They included hospitals and healthcare facilities, police and

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D.R.E.A.M. Loan Program

Delivering Residential Empowerment through Affordable Mortgages

- 1-2 family owner-occupied properties in low/moderate income locations within Lusitania's primary lending area.
- Financing up to 95%, with flexible qualifications*
*not required to be 1st time homebuyers but cannot own any other real estate property
- No Private Mortgage Insurance
- No Application Fees
- No Commitment Fees

NMLS# 640892
Subject to Credit Approval



president's message continued...

other first responders and places like supermarkets – all of which were deemed “essential businesses” that were allowed to stay open throughout the pandemic. As I'm sure you will already know, financial institutions such as Lusitania Savings Bank were also exempted from the shut-down order and were allowed to stay open. Our governments recognized that banks such as Lusitania provide products and services that, even in the middle of a once-in-lifetime pandemic, are absolutely necessary for society as we know it to continue to function from day to day. Let me be clear here, however: just because places like supermarkets and banks were *allowed* to stay open does not mean they were obligated to do so. These businesses could easily have closed throughout the pandemic like other non-essential businesses. Instead, they recognized their vital role in keeping their communities running and they *chose* to stay open. With that responsibility, however, came a level of personal risk to their employees that perhaps will only be fully appreciated in the months and maybe years to come. Simply put, every employee of an essential business who came into work put their life on the line each day that he or she did so. Every one of Lusitania's employees – from the customer service representatives in our lobbies to our loan processors in the mortgage department – knew they were at much higher risk of catching COVID-19 from another employee or a customer (and possibly passing it on to a family member) than workers in other industries who could stay home and collect unemployment benefits. Despite knowing that greater risk – and without even the *hope* of a vaccine until only recently – they came into work every day. A lot of the workers who have been on the front lines have been acknowledged throughout the pandemic. Doctors, nurses, healthcare facility workers and so on have been applauded from windowsills on their way home each day, and rightfully so. As we find ourselves finally coming out of our long battle against the coronavirus, please join me in taking a moment to appreciate and thank the unsung group of people who kept our communities running this past year despite the risks – the employees of Lusitania and every other essential business that kept its doors open.

- Jorge S. Gomes,
President/CEO

New Employees



Kelly Carneiro
Ponte da Barca
Portugal



Dominick Silva
Murtoza, Portugal



Daniela De Lima
Arcos de Valdevez
Portugal



Gloria Parreiral
Coimbra, Portugal

MANAGEMENT TEAM

Officers:

Jorge S. Gomes, Esq.: President / CEO
Sandra M. Teixeira: VP of Finance
Maria C. Pequeto-Duarte: VP of Lending
Florhela De Almeida: VP of Operations
Sandra Fernandes: BSA / Security Officer

Branch Managers:

Brian Alves: Branch Coordinator
Diogenes Lourenco: Pulaski
Alda Candido: Ferry
Steve Da Silva: Harrison
Sandra Martins: Hillside

The Scam Update

Spotted a Coronavirus Scam?

- **COVID-19 vaccines are free.** If anyone charges you for help signing up or the shot itself, it's a scam.
- **Scammers may pose as the government** and contact you to ask for payment - in cash, gift cards, wire transfer, or cryptocurrency. The government will never ask you to pay in any of those ways.
- **FEMA's not reaching out to register you** for the new U.S. government program to help with funeral costs of family members who died due to COVID-19. FEMA will not contact you before you register with them. Only scammers will.
- **Think critically about your sources of information.** When you're looking for pandemic-related help, start with sites like coronavirus.gov and usa.gov/coronavirus to get information directly from the government.


Tell your friends. Then tell the FTC: [ReportFraud.ftc.gov](https://www.ftc.gov/ReportFraud.ftc.gov).


Mobile Deposit

Sign ➡ Snap ➡ Submit!

With Mobile Deposit on the MyLusitania app, you can deposit checks and money orders through your mobile device - from anywhere, any time!







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 \$3,000 for Pancreatic Cancer Awareness.



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