

# Lusitania NEWSLETTER

## SAVINGS BANK

### SPRING 2025

#### CUSTOMER APPRECIATION DAY PICNIC

Date: Sunday, June 15, 2025, 10 AM to 6 PM

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



**Discount price tickets available for customers that meet the minimum \$5,000 relationship balance requirement as of May 10, 2025. Tickets will be available for sale to all others at prices charged by the Forest Lodge.**

- Music by Duo Primavera
- Popular games for all ages with prizes for winners
- Food & beverages served from 12 PM to 5 PM
- Tickets go on sale May 12, 2025 and will be limited

**NO TICKETS WILL BE SOLD AT THE GATE  
NO VOUCHERS WILL BE 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

#### ZELLE® by LUSITANIA

Coming Soon



Send money without the wait or worry  
Enjoy the speed and ease of Zelle®

#### CD RATE SPECIAL

Lock in our HIGHEST CD rate for your choice of applicable terms - we let YOU decide.

#### A Message from the President / CEO



To say that we are living in turbulent economic times right now feels like an incredible understatement. With uncertainty threatening to impact all aspects of our lives, having control over your money is more important now than ever before. With that in mind, Lusitania Savings Bank is happy to announce that we will be rolling out three new products & services over the course of this year that will give our customers an

extraordinary level of control over their finances.

First, Lusitania will be introducing Zelle for customers of the bank. Zelle is a person-to-person (P2P) funds transfer platform that works with U.S.-based banks. Customers will begin by enrolling their email or mobile phone number with Zelle through our mobile banking app. Once enrolled, customers will be able to send (or receive) funds to or from pretty much anyone else with just the other person's email address or mobile phone number. That's true whether the person receiving or sending the funds has an account at Lusitania or at another institution – Zelle works with thousands of banks across the nation so the transaction gets processed seamlessly and quickly (often in minutes). How much will all that convenience cost our customers? Nothing. Transfers between individuals will be free of charge for

*continued on the next page...*

#### COMMUNITY FIRST LOANS

Affordable Financing • Locally Focused

3/1 ARM	5.500 % Rate	0 Points	5.903 % APR
5/1 ARM	5.625 % Rate	0 Points	5.883 % APR

15yr Fixed	5.250 % Rate	0 Points	5.298 % APR
30yr Fixed	6.250 % Rate	0 Points	6.280 % APR

**Essex, Union, Hudson  
Bergen, Somerset  
and Middlesex Counties**



TODAY'S  
LOAN  
RATES

The rates quoted are for purchase transactions of owner-occupied 1-4 family properties located in Essex, Union, Hudson, Bergen, Somerset and Middlesex County, New Jersey only. Rates quoted assume a loan-to-value ratio up to 80%. Your actual rate will depend upon several factors including but not limited to the loan term and your credit history. Please contact our Mortgage Department for further details or other program terms. Other rates and programs are also available. All loans are subject to credit approval. The APR is the interest rate plus any additional fees charged by the lender when the loan is made. APR calculations are based upon a loan amount of \$350,000, and include fee estimates for life-of-loan flood services, bank attorney review, settlement/closing fees, origination fees, commitment fees, and points, if applicable.

3 Yr. ARM Payment Example: 36 payments of \$1,987.26, then 324 payments of \$2,090.62 based on a fully-indexed rate of 6.000%. 5 Yr. ARM Payment Example: 60 payments of \$2,014.80, then 300 payments of \$2,088.46 based on a fully-indexed rate of 6.000%. Monthly payments do not include applicable property taxes, fees, insurance premiums or other related costs. Your actual payment obligation will be greater. Current Index is the 5 Yr. Treasury.

Payment Example: \$8.04 per \$1,000 borrowed on a \$350,000 15-year fixed rate mortgage at an interest rate of 5.250% will result in 180 payments of \$2,813.57. Payment Example: \$6.16 per \$1,000 borrowed on a \$350,000 30-year fixed rate mortgage at an interest rate of 6.250% will result in 360 payments of \$2,155.01. Monthly payments do not include applicable property taxes, fees, insurance premiums or other related costs. Your actual payment obligation will be greater. Rates and APR are effective as of the publication date of this ad and are subject to



Se Habla Español • Falamos Português

Apply Online: [www.lusitaniabank.com/mortgages](http://www.lusitaniabank.com/mortgages)

NMLS #640892

EQUAL OPPORTUNITY LENDER





President's message continued...

Lusitania customers sending or receiving funds.

For transactions between financial accounts (A2A), Lusitania will be rolling out the TransferNow service. TransferNow will enable Lusitania customers to move money to and from checking, savings and money market accounts at nearly every U.S.-based financial institution. Customers will have the option to pick from standard ACH transactions at no cost or opt for faster ACH processing speeds for a small fee, depending on how fast they need the funds to be transferred. This feature was highly requested among our loan customers in particular – those who often had to rely on the unpredictable timeframes of bill pay services offered at other financial institutions to make loan payments at Lusitania- so we are excited to be able to offer this new service that should prove valuable for both our retail and loan customers.

Finally, Lusitania is rejecting outdated, conventional thinking about certificates of deposit (CD's) and putting more power over CD investments in your hands. Typically, when you go to another financial institution and ask about the highest CD rate it offers, you will be quoted a particular interest rate fixed for a single, pre-determined number of months. This is what financial institutions call their "CD special rate." If you want to take advantage of the special rate at another bank, you are limited to the fixed number of months that the bank is offering that rate for. Want fewer- or more- months of earning interest at that rate? Sorry- you're stuck with the duration that the bank decided ahead of time will be part of its CD special. At Lusitania, we are reconceptualizing how we offer CD specials. Any Lusitania customer who wants to take advantage of our highest current rate will be able to lock in that rate for their choice of available terms. Prefer to earn that high rate for just a few months so your funds are free sooner? No problem. Prefer to lock in that rate for more months so you have interest rate certainty in a volatile economic environment? Again, no problem. Our customers get to decide how long they benefit from our highest CD rate by choosing from among the multiple duration terms offered. And- just as a reminder- existing Lusitania customers can now open a certificate of deposit account entirely online.

We are excited to offer these new products and services to Lusitania customers this year, which I hope will continue Lusitania's tradition of not just meeting our customers' needs, but going beyond that to offer solutions that our customers had not even realized they needed.

Jorge S. Gomes, Esq.  
President/CEO

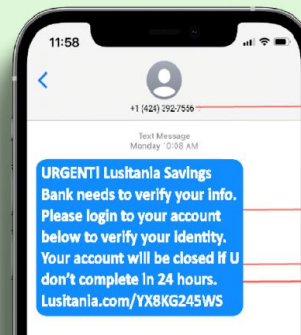
## International & Domestic Wire Transfers

Fast, Secure and at a lower cost than our competition.



## Scam Alert

### 5 Signs That Text is a Scam



- 1 Strange number
- 2 Asks you to log in
- 3 Odd grammar
- 4 Uses scare tactics
- 5 Asks you to open a link

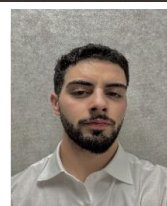
**Lusitania**  
SAVINGS BANK

Official site: [www.lusitaniabank.com](http://www.lusitaniabank.com)

## New Employees



**Stephanie Martins**  
Customer Service Representative



**Alexandre Miguel**  
Customer Service Representative



**Vera Caracelo**  
Customer Service Representative

Interested in joining the Lusitania team?  
Stop by one of our branches or scan the QR code to the right.



**JOIN  
OUR  
TEAM**

## 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"

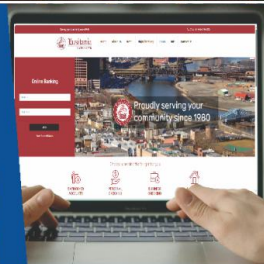


## ONLINE ACCOUNT OPENING

Existing Lusitania customers can now open new savings, checking or CD accounts\* online at:

[www.lusitaniabank.com](http://www.lusitaniabank.com)

\*Subject to account type restrictions



## MANAGEMENT TEAM

### Officers:

**Jorge S. Gomes, Esq.:** President / CEO  
**Sandra M. Teixeira:** CFO  
**Maria C. Pequeto-Duarte:** CLO  
**Florbela De Almeida:** COO  
**Brian Alves:** BSA Officer

### Branch Managers:

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