

A year
like no other.



2020 Annual Report

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Our Vision

We envision a Delaware where generosity expands opportunity for all and enhances the common good.

Our Mission

Our mission is to improve the lives of the people of Delaware by empowering and growing philanthropy through knowledge and relationships, now and in the future.

Our Values

All of our work is underpinned and informed by these values:

Passion: a drive to improve the lives of all people in Delaware

Joy: a sense of delight for life and philanthropy

Service: a commitment to helping others

Creativity: an eagerness to find new ways to make a difference

Excellence: a pledge to perform our work at the highest level possible

Inclusion: a belief that our communities are strongest when all people have equal opportunity to participate, contribute and thrive

Cover Photo: Bright Spot Farms, a program of West End Neighborhood House, built an outdoor classroom with support from the Delaware COVID-19 Strategic Response Fund.

2020

Dear Friends,

While this has been a year like no other, your ongoing support has empowered us to continue to build opportunity for the people of Delaware. We are so grateful for your generosity and for your confidence in our ability to do this work.

As it typically does, this annual report documents the activities of the last fiscal year, July 1, 2019–June 30, 2020. But this has not been a typical year. As a result, this report places greater emphasis on how FY2020 has reinforced the importance of the work we must commit to for the years to come.

In the first half of our fiscal year, July 1–Dec. 31, 2019, we made great strides by releasing the *Perspectives on the Latino Populations in Sussex County* report, launching our new *Building Opportunity in Delaware* podcast, sponsoring dozens of Book Circles discussing *Our Towns: A 100,000-Mile Journey into the Heart of America*, hosting a keynote presentation by *Our Towns* authors Deborah and James Fallows, working with our Community Equity Project and so much more. We are proud of that work.

As the storms of 2020 arrived, the DCF team quickly shifted focus to addressing our communities’ needs resulting from the COVID-19 pandemic.

In partnership with Philanthropy Delaware, we launched the **Delaware COVID-19 Strategic Response Fund**, raising and awarding millions of dollars in what has been recognized as the fastest pandemic-response grantmaking program in the country. We are also grateful for the support of our colleagues at the Delaware Alliance for Nonprofit Advancement and the United Way of Delaware.

But the storms intensified in the spring and summer, as the pandemic, police violence and protests focused the national spotlight on racial inequity. While continuing to address the immediate needs of our communities, the DCF focused on deepening our equity-related work to advance informed community conversations about racial disparities.

The DCF has been able to adapt quickly and respond to our communities’ needs in this uniquely difficult year because of you. Your commitment and your generosity have made the DCF a strong, nimble organization with the relationships and resources empowering us to respond when the storms arrived.

More than ever, we are reminded that our work is both about now and about the future. Thank you again for entrusting us with this responsibility.



Stuart Comstock-Gay
President & CEO



W.C. Dugdale
Bill Dugdale
Board Chair

Our Leadership

The DCF is a resource, a connector and a facilitator, nimble and ready to respond to community needs as they evolve. This year challenged us to bring generous people together and match their resources with nonprofit organizations serving Delaware in a uniquely difficult year.

Addressing the Impact of COVID-19

Within days of COVID-19 arriving in Delaware, the DCF partnered with Philanthropy Delaware, with additional support from the Delaware Alliance for Nonprofit Advancement and United Way of Delaware, to establish the Delaware COVID-19 Strategic Response Fund.

Just eight weeks later, the fund had already raised and awarded \$2.8 million in grants to nonprofits statewide, funding food, housing, medical services and other critical support for thousands of people throughout Delaware.

In total, generous foundations, corporations and individuals throughout the state have contributed \$5 million to the fund. As of September 10, \$3,308,705 has been awarded.

For more information, including a full list of grants awarded, visit delcf.org/covid-grantees.



A volunteer with Love INC of Mid-Delmarva delivering food to those in need. Love INC received a \$50,000 grant from the Delaware COVID-19 Strategic Response Fund to provide shelter for the homeless in Sussex County.

Advancing Equity

As the pandemic, police violence and protests focused the spotlight on inequity throughout the nation, the DCF ramped up work to address equity in Delaware.

We are taking action. We are committing to the long-term institutional work we know is necessary. We will empower the community to lead, and advance difficult conversations about systemic racism and how we collectively can drive real change. We will drive equity at every step of our grantmaking process.

This fall, the DCF will advance the conversation about race and equity through a series of Book Circles and a keynote presentation by Wes Moore, author of *Five Days: The Fiery Reckoning of an American City*, about the death of Freddie Gray.

To learn more and join the conversation, visit delcf.org/community.



Building Opportunity Podcast

This year, the DCF launched the *Building Opportunity in Delaware* podcast, in which DCF President and CEO Stuart Comstock-Gay interviews Delawareans about their work throughout the state.

In the first series, dropped in January 2020, leaders from the arts, the faith community, the private sector and others talked about their work to build opportunity.

In the second series, grantees of the COVID-19 Strategic Response Fund talked about how they are adapting to continue building opportunity through the pandemic.

To listen, search for *Building Opportunity in Delaware* on your favorite podcast platform or visit delcf.org/podcast.



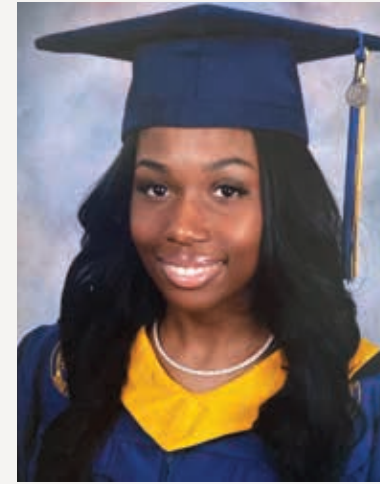
Rev. Edwin Estevez talks with Comstock-Gay.

Our Grants

In fiscal year 2020, the DCF invested \$30,419,900 in the community, including \$690,856 from our Community Impact Grants Program and \$357,800 from our Scholarships Program.

To read about all of our grant programs and FY2020 grantees, visit delcf.org/grants.

To read about our scholarship opportunities and FY2020 scholarship winners, visit delcf.org/scholarships.



Newark, Delaware, resident **Dayzha Washam**, 2014 recipient of the DCF's **Don & Nancy Edwards Scholarship**, graduated from Neumann University in 2020 with a BS in psychology and plans to work in addiction and mental health treatment.

Thank you so much, Mr. and Mrs. Edwards! I am blessed that I was able to receive this scholarship.



Socially distanced get-together at **Teen Warehouse** to celebrate graduating high school senior Khi'Aire Martin. Teen Warehouse was awarded a \$12,250 Focus Grant from the DCF's **Community Impact Grants Program** to support their Teens in Motion program for personal development and soft skills training designed to move teens to employment.

The **Nanticoke Senior Center** in Seaford was one of several nonprofit agencies that received a grant from the **Janosik Family Charitable Fund**, a DCF donor advised fund, in response to the COVID-19 crisis.



“When the COVID-19 pandemic affected us all, I knew I wanted the fund to make an extra difference to those in need. I turned to the DCF to help understand what organizations were making the biggest impact to help make my charitable giving go further,” said Lori Janosik Morrison, Janosik Family Fund advisor. “The staff at the DCF understand Delaware and are a trusted resource.”

Our Partners

The DCF is a connector, which means we rely on partners to achieve our goals. While we partner with dozens of stakeholders throughout Delaware and the nation, we are especially grateful for our fundholders, our Giving Circles and our key collaborators.



Our Fundholders

Our first partners are our fundholders – the individuals, families and organizations that have established charitable funds at the DCF and now work with us to invest resources in the community.

Through the DCF, fundholders support the causes they are passionate about. Among our more than 800 fundholders are Jeanne

and Bill Allan, pictured at Primeros Pasos, a Georgetown nonprofit they support from their donor advised fund.

“Our partnership with the DCF is a way for us to use our interest in education and our interest in trying to give equal opportunity to folks,” Bill Allan said. “It’s a way for us to share and give back, to see life improve in the state of Delaware and in our community.”

Learn how you can open a fund at delcf.org/build-your-community.

Giving Circles



Another critical group of partners are our Giving Circles – the **African American Empowerment Fund, Fund for Women,** and the northern and southern chapters of **The Next Generation.**

These groups engage thousands of people in collective philanthropy, pooling their individual charitable resources to maximize their impact on shared passions.

“As individuals, many of us are able to give a few hundred dollars a year, or maybe less. By pooling our dollars through the Fund for Women, we are awarding more than \$200,000 each year to benefit women and girls in Delaware,” said Fund for Women Chair Louisa Phillips.

Learn more about how you can get involved with our Giving Circles at delcf.org/giving-circles.

Key Collaborators



We also partner with many organizations to build opportunity and improve various aspects of quality of life. Among our key collaborators are **Rodel, Delaware State Parks, Healthy Communities Delaware** and many more.

“Our partnership with the DCF helps us care for Delaware’s award-winning state parks, ensuring they are accessible for everyone to enjoy, now and for generations to come,” said Greg Abbott, Delaware State Parks, which has more than \$10 million in charitable funds at the DCF.

Learn more about these and other key collaborators at delcf.org/partners.

New Funds

(Established FY2020)

- Barclays COVID-19 Community Aid Fund
- Beau Biden Foundation Fund
- Cullen Brown Fund
- Delmarva Energy Efficiency Empowerment Fund
- Herman J. Di Luchio Fund for Catholic Elementary Education
- Fine Family Fund
- Susan Redman Hall & Ben H. Hall Jr. Scholarship Fund
- Hickok Family Fund
- Ken Cicerale Memorial Music Fund
- Kinder World Fund
- Killens Pond State Park Fund
- Ladies/Lions Auxiliary of Lincoln University Fund
- Lentz Charitable Fund
- Grover C. Lecates Endowment Fund
- The Little Light Fund
- Dr. Nancy Maihoff Legacy Fund
- Maria Yasinsky Murowany Memorial Fund
- Ralph & Betty Murray Family Fund
- Quiet Resorts Charitable Foundation Deuce Fund
- Thomas A. & Mary Jo Russo Scholarship Fund
- Stanley Sandler & Ellen Pifer Fund
- Sonia Schorr Sloan Memorial Fund
- Moneta J. Sleet III Memorial Fund
- Spur Impact Reserve Fund
- Lynn W. Williams Natural Science Education Fund for Girls
- Wilmington Equity & Place Making Fund

Nonprofit Funds



Laurel Public Library

We Help Nonprofits Build Sustainability and Impact

Currently, 180 public charities and other charitable entities from throughout the state have funds they established at the DCF. We provide expertise and services that make it easy for our nonprofit fundholders to build their endowments for greater financial stability,

increase donor confidence, provide donors with a way to make planned gifts, and increase their organization’s visibility.

For information on establishing a nonprofit fund, visit delcf.org/nonprofit-funds or contact Joan Hoge-North at 302.504.5224.

Our Nonprofit Fundholders*

- AIDS Delaware
ACLU Foundation of Delaware
American Planning Association
ARC of Delaware
Beau Biden Foundation for the Protection of Children
Bethel African Methodist Episcopal Church
Big Brothers Big Sisters of Delaware
Biggs Museum of American Art
Blindsight Delaware
Blood Bank of Delmarva
Boardwalk Buddy Walk Fund
Boys & Girls Clubs of Delaware
Brandywine Red Clay Alliance
Bridgeville Public Library
Cab Calloway School Fund
CAMP Rehoboth
Cancer Support Community of Delaware
Canine Partners for Life
Carey's United Methodist Church
Catholic Charities
CenDel Foundation
Center for Growing Talent by PMA
Charter School of Wilmington
CHEER
Child HELP Foundation
Children & Families First
Children's Advocacy Center of Delaware
Coastal Concerts
Communities in Schools of Delaware
Community Legal Aid Society, Inc.
Connecting Generations
Connections CSP
ContactLifeline
Corbit-Calloway Memorial Library
DE NAHRO
Delaware 4-H Foundation
Delaware AeroSpace Education Foundation
Delaware Agricultural Museum & Village
Delaware Botanic Gardens
Delaware Breast Cancer Coalition
Delaware Burn Camp
Delaware Center for Horticulture
Delaware Center for Justice
Delaware City Library
Delaware College of Art & Design
Delaware Community Reinvestment Action Council
Delaware Contemporary
Delaware Division of Libraries
Delaware Foundation for the Visual Arts
Delaware Futures
Delaware Greenways
Delaware Guidance Services for Children & Youth
Delaware Hospice
Delaware Humane Association
Delaware Medical Education Foundation
Delaware Nature Society
Delaware Performing Arts Center
Delaware Preservation Fund
Delaware Recreation & Parks Society
- Delaware Seashore Preservation Foundation
Delmarva Christian High School
Delmar Public Library
Del-Mar-Va Council, Boy Scouts of America
DFRC (Delaware Foundation Reaching Citizens)
Diamond State CLT
Delaware Coalition Against Domestic Violence
Dover Public Library
Easterseals Delaware & Maryland's Eastern Shore
Eastern Apicultural Society
Edgemoor Community Center
Elizabeth W. Murphey School
Epilepsy Foundation of Delaware
Faithful Friends
Family Counseling Center of St. Paul's
First State Animal Center & SPCA
First State Community Action Agency
First State Robotics
Frankford Public Library
Fresh Start Scholarship Foundation
Friends of Bear Library
Friends of Delaware Veterans
Friends of Historic Riverview Cemetery
Friends of Woodburn
Friends of Woodlawn Library
Georgetown Aid
Georgetown Grace United Methodist Church
Georgetown Presbyterian Church
Georgetown Public Library
Girl Scouts of the Chesapeake Bay Council
Goodwill Industries of Delaware & Delaware County
Greater Lewes Foundation
Greenwood Public Library
Habitat for Humanity of New Castle County
Habitat for Humanity of Sussex County
Harrington Public Library
Harry K Foundation
HOBY (Hugh O'Brian Youth Leadership Organization)
Home of the Brave Foundation
Housing Alliance Delaware
Immanuel United Methodist Church
In Trust Center for Theological Schools
Jewish Family Services of Delaware
John Wesley United Church
Junior Achievement of Delaware
Junior Board of ChristianaCare
Junior League of Wilmington
Justin W. Jennings Foundation
Kalmar Nyckel Foundation
Kent County Library
Kent-Sussex Industries
Kiwanis Foundation of the Kiwanis Club of Seaford
Latin American Community Center
Laurel Community Foundation
Laurel Public Library
Lewes Public Library
Lewes Yacht Club Foundation
Limen House
Lutheran Community Services
Mariners Bethel United Methodist Church
Mary Campbell Center
- Mental Health Association in Delaware
Milford Housing Development Corporation
Milford Public Library
Millsboro Public Library
Milton and Hattie Kutz Home
Milton Historical Society
Milton Public Library
Mispillion Art League
Modern Maturity Center
NAMI-DE
NCALL Research
Newark Senior Center
Newark Symphony Orchestra
New Castle Department of Community Services
New Castle Library Commission
Opportunity Center - Service Source
Partnership for the Delaware Estuary
PAWS for People
Pencader Heritage Area Association
People's Place II
Pershing Rifles Foundation
Planned Parenthood of Delaware
Port Penn Historical Society
Presbyterian Church of Dover
Preservation Delaware
Prevent Child Abuse Delaware
Quiet Resorts Charitable Foundation
Read Aloud Delaware
Reading ASSIST Institute
Rehoboth Beach Film Society
Rehoboth Beach Public Library
Rodney Street Tennis & Tutoring Association
Ronald McDonald House of Delaware
Salisbury University Foundation
Seaford District Library
Seamen's Center of Wilmington
Selbyville Public Library
Siegel Jewish Community Center
Smyrna-Clayton Heritage Association
Smyrna Public Library
South Coastal Public Library
Special Olympics Delaware
Spur Impact Association
St. Andrew's Evangelical Lutheran Church
St. Edmond's Academy
St. Francis Foundation
St. John's United Methodist Church
St. Mark's High School
STEHM
Sussex County Assoc. of Realtors Community Service Foundation
Sussex County Land Trust
Tatnall School
Trinity Foundation
United Way of Delaware
Village Improvement Association
Westminster Village Dover
Westside Family Healthcare
Wilmington Friends School
Wilmington Senior Center
YWCA Delaware

*Nonprofit fundholders are public charities, religious institutions and government agencies that have established funds at the DCF to support their charitable work for our communities. Organizations that are beneficiaries of funds established by other donors are not included in this list.

Charitable Partners



Bart Dalton & Tony Lunger

Enhance Your Client Services with the DCF

When your financial goals include philanthropy, the DCF can help make your charitable giving simple, joyful and powerful.

Our **Charitable Partners Program** helps professional advisors continue to manage client relationships and assets while the DCF provides expertise in tax-advantaged giving, as well as the community knowledge and relationships to help clients achieve their philanthropic goals.

Recently, Tony Lunger, market manager for Delaware Wilmington Trust Wealth Advisory Services, and his client Bart Dalton, Esq., began working with the DCF to maximize Dalton’s philanthropic impact.

When Dalton decided to increase his giving and to give more strategically, Lunger pointed him to the DCF to open a donor advised fund.

A donor advised fund at the DCF is less expensive and easier to manage than a private foundation. It includes all record keeping and accounting, various investment options, and access to a wealth of community and grantmaking expertise.

“The DCF is a prominent institution in this community,” Lunger said. “I consider the DCF to be synonymous with donor advised funds. The DCF has been doing this for a long time and has a great reputation.”

The donor advised fund Dalton set up at the DCF allows him to support the causes he’s most passionate about.

“There are so many good people out there who could use just a little bit of help,” Dalton said, “It’s a wonderful thing if you’ve been put in a circumstance where you can help.”

An important part of giving for Dalton is establishing a legacy for future generations of his family. His goal, he said, is to have his three grandchildren sitting around a table together making decisions about awarding grants from the fund he established.

“The DCF works very closely with clients’ advisors,” said Joan Hoge-North, DCF vice president for philanthropy, “and we often partner for the long term to help create a customized plan to help achieve a client’s unique charitable goals, realize tax benefits and maximize impact.”

To learn more about how the DCF can help you enhance your charitable giving, contact Joan Hoge-North at 302.504.5224.

Our Charitable Partners

- Paul L. Bechly, Morgan Stanley
- Daniels + Tansey
- Brian Davis, Morgan Stanley
- Mark Fitzpatrick, Morgan Stanley
- Eric Glasband, Glasband Stemple & Associates, Merrill Lynch
- Garrett Hadley, Morgan Stanley
- Charles Mitchell, Morgan Stanley
- Duane Oaks, SEI
- Robert Pennartz, The Financial House
- Peni Warren, Merrill Lynch
- The Hart Group/Jennifer Wick, Merrill Lynch

Legacy Society



“When I was growing up with very little in Poland, my father taught me, ‘Your talents are gifts from God. If you don’t use them to better the lives of the people around you, you’re wasting a gift.’

In his memory, it’s important to me to find a way to contribute to my community not just now, but after I’m gone. Joan at the DCF made it easy for me to arrange to leave my house to the Fund for Women. The DCF will ensure that it is sold and the proceeds will benefit women and girls for generations to come.”

—Renata Beata Kowalczyk, CEO, Wilmington Alliance

Make an Impact that Outlives You

The Legacy Society recognizes a special group of individuals whose commitment to the community has inspired them to create a lasting charitable legacy through the DCF.

You can make a meaningful charitable gift of any size without significant immediate impact to your finances through wills, charitable trusts, beneficiary designations of insurance policies or IRAs, and other forms of planned giving.

The DCF has the expertise to work with you and your financial advisor or attorney to enjoy immediate tax advantages, leave a permanent source of income for your favorite charitable cause, leave more of your estate to your descendants, and more.

For more information, visit delcf.planyourlegacy.org or contact Joan Hoge-North at 302.504.5224.

This information is not offered as legal or tax advice. Please consult your accountant or attorney for advice on how planned giving will impact you.

Legacy Society

- | | | | |
|---|---|---|---|
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|---|---|---|---|

Friends

Our Community Makes It Possible

Since 1986, the DCF has been providing community leadership that benefits Delawareans throughout the state. Thanks to the generosity of the FY20 Annual Campaign donors listed here, the DCF has been a powerful force for good for nearly 35 years, serving as a facilitator, connector, cultivator and source of community knowledge.



“My wife, Beth Wells, and I believe that the Delaware Community Foundation provides the tools and support that we need to achieve what we want to accomplish. The DCF has specific knowledge of our local community that is not matched by other providers.” — Paul Bechly

DCF Friends

Community Builders (\$10,000+)

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SEI Investments
Phillip & Carolyn Smith Fund
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Drew Fenell, Vice Chair
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Donald W. Nicholson, Jr., CFP, AAMS
President, Donald W. Nicholson & Associates, LTD

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Dr. Vita Pickrum
Vice President, Div. of Institutional Advancement, Delaware State University

Thomas L. Sager, Esq.
Partner, Ballard Spahr, LLP

Honorable Gregory M. Sleet
Retired, U. S. Attorney for the District of Delaware

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**Special thanks to Tom Pulsifer for his pro bono legal counsel.*

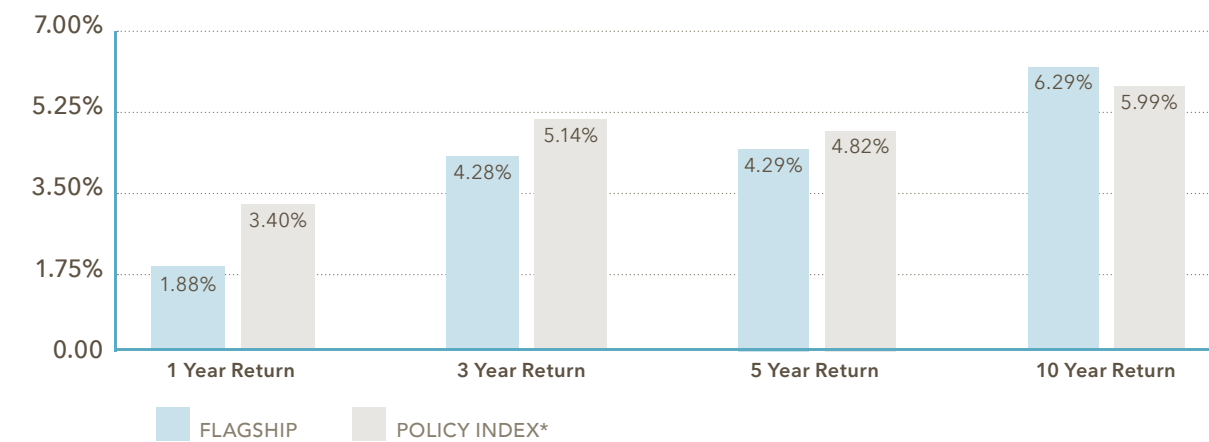
Financials & Investments

As a public charity, the DCF is committed to transparency to our fundholders and the broader community we serve. To review our Federal Tax Return Form 990s, investment policy, full audited financial statements and quarterly investment reports, visit delcf.org/financials.

June 30, 2020 and 2019

ASSETS	2020	2019
Cash and cash equivalents	\$5,153,392	\$8,664,969
Investments	266,301,178	265,311,498
Notes receivable	2,094,551	1,458,535
Unconditional promises to give	448,855	740,979
Other receivables	1,706,641	660,616
Fixed assets - net	136,359	148,129
TOTAL ASSETS	\$275,840,976	\$276,984,726
LIABILITIES	2020	2019
Grants payable	\$0	\$0
Other accrued expenses	1,462,234	769,678
Unearned grant revenue	546,852	0
Charitable gift annuities	355,457	406,754
Nonprofit agency funds	35,009,471	36,115,840
Total Liabilities	\$37,374,014	\$37,292,272
Total Net Assets	\$238,466,962	\$239,692,454
Total Liabilities and Net Assets	\$275,840,976	\$276,984,726

June 30, 2020



This chart illustrates the performance of the DCF's Flagship Long-Term Pool. For information about the DCF's other investment pools, visit delcf.org/investments.

*Policy Index is a compilation of each money manager's indices.

Our Staff

Executive Office

Stuart Comstock-Gay
President & CEO
scomstock-gay@delcf.org
302.504.5228

Terri Waller
Executive Assistant/Office Manager
twaller@delcf.org
302.504.5221

Finance & Operations

Joyce Darling
Vice President for Finance & Administration
jdarling@delcf.org
302.504.5251

Michelle Painter
Gifts Administrator
mpainter@delcf.org
302.504.5227

Satheesh Nadarajah
Accountant
snadarajah@delcf.org
302.504.5252

Cheryl Rice-Moore
Accounts Payable Coordinator
crice-moore@delcf.org
302.504.5220

Marketing & Communications

Allison Taylor Levine, MPA, APR
Vice President for Marketing & Communications
alevine@delcf.org
302.504.5226

Rebecca Klug
Marketing & Communications Associate
rklug@delcf.org
302.504.5222

Philanthropic Services

Joan Hoge-North
Vice President for Philanthropy
jhoge-north@delcf.org
302.504.5224

Mike DiPaolo
Vice President for Southern Delaware
mdipaolo@delcf.org
302.856.4393

Rebecca Elzey
Senior Philanthropy Officer
relzey@delcf.org
302.504.5234

Marie Mauk Stewart (stepped down)
Donor Services Manager

Chris Chapdelaine (not pictured)
Donor Services Coordinator
cchapdelaine@delcf.org
302.504.5230

Community Impact

Sarah Hench Grunewald
Vice President for Community Impact
sgrunewald@delcf.org
302.504.5267

Yolanda Rushdan
Program Associate
yrushdan@delcf.org
302.504.5239

Kelly Sheridan
Scholarship Administrator/
Donor Services Associate
ksheridan@delcf.org
302.856.4393

Mashiya Williams
Program Associate, Health Portfolio
mwilliams@delcf.org
302.504.5229



Our weekly remote staff meetings.

NORTHERN DELAWARE

100 W. 10th Street, Suite 115
Wilmington, DE 19801
Phone: 302.571.8004
Fax: 302.571.1553

SOUTHERN DELAWARE

36 The Circle
Georgetown, DE 19947-4393
Phone: 302.856.4393
Fax: 302.856.4367

WEBSITE

delcf.org

FACEBOOK

facebook.com/DelawareCF

TWITTER

@DelCommunity

The DCF's physical offices will remain temporarily closed until further notice. Please check delcf.org/team for updates. All staff are working remotely and are available by email and phone.

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P.O. Box 1636
Wilmington, DE 19899

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