DOWNEY BUSINESS

www.DowneyChamber.com

email: info@downeychamber.com Official Publication of the Downey Chamber of Commerce

Rock & Brews Ribbon Cutting

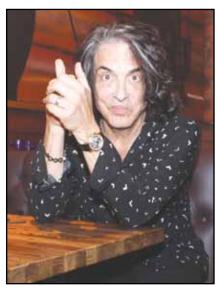
Can you base a restaurant on a casual comment made by concert tour manager Dave Furano, who turned to KISS band members Paul Stanley and Gene Simmons and said, "What could be better than Rock & Brews?" Well, on August 29th, the City of Downey got the answer and that answer is "YES"!! The official Ribbon Cutting was held just outside Rock & Brews located in the Stonewood Shopping Center between Macy's and Sears. The event was followed by a luncheon held to honor Veterans, current members of the military, and local first responders. Jon Mesko, the local owner/operator, presented a check for \$5000 to our local Veterans Group, Courage Forward! So not only is the location a great place to eat, a family friendly environment, but Jon and his staff are proving to be wonderful corporate citizens. Thank you Rock & Brews for an amazing event!!



It's not every day that you are twirled by a Rock n Roll Great!! Councilwoman Blanca Pacheco dances with KISS legend Gene Simmons as Councilmen Rick Rodriquez and Alex Saab look on !!



Explaining the benefits of Chamber membership to rockers Gene Simmons and Paul Stanley are Chamber President Johanna Peterson, Board Members Jeannie Woods and Marianna Pacheco along with Executive **Director Michael Calvert.**



Rock Legend, Stanley welcomes everyone to Rock & Brews



Congresswoman, Roybal-Allard presents Certificate of Recognition to Rock & Brews owner Jon Mesko



Gene Simmons shows our Mayor, Fernando Vasquez the "signs" of a great rock and roll star!



Getting ready to cut the Red Ribbon are WWII Veteran Ken Thompson, KISS band member Paul Stanley, Moises Rios-Hernandez of Courage Forward, Councilmen Rick



You can't have a ribbon cutting without the Downey Chamber!! Joining the Veterans for lunch are Chamber Board Member Mariana Pacheco of Pacheco Realty, Councilwoman, Blanca Pacheco, Chamber President Joanna Peterson of Gallatin Dental, Chamber Executive Director Michael Calvert, and Board Member Jeannie Woods of Albertson's Market.



Enjoying the "star treatment" are Marita Villareal of Financial Partners Credit Union, Chamber President Joanna Peterson, Gigi Saab, and Sheila Tetangco-Bartolone of Financial Partners Credit Union.

Downey Business

--STΔFF--

Michael Calvert, Executive Director Sarah Sellers, Administrative Assistant

DOWNEY CHAMBER OF COMMERCE

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SUE ROBISON, Security Land Escrow
MARIANA PACHECO, Pacheco Realty and Associates

The board of directors meets at the chamber office on the third Monday of each month at 12:00 noon.

Calendar of Events

Tuesday, September 12 @ 6:30pm City Council Meeting City Hall Council Chamber

Tuesday, September 13 @ 11:30am Women In Business

Location: Frantones Restaurant 10808 Alondra Blvd, Cerritos \$20 at the door

Monday, September 18 @ Noon Board of Directors Meeting

Chamber Board Room

Wednesday, September 20 @ Noon Ambassador Committee Meeting

Location: Acapulco 9021 Firestone Blvd., Downey

Tuesday, September 26 @ 6:30pm City Council Meeting

City Hall Council Chamber

Wednesday, September 27 @ Noon City Affairs

Speaker: TBD Location: Farmers & Merchants Bank

Thursday, October 5 @ Noon Let's Do Lunch

Location: Lazy Dog 8800 Apollo Way, Downey

Thursday, October 5 @ 6pm Mixer for Stella Insurance Agency

Location: The Green Olive (Promenade) 8830 Apollo Way #104, Downey

Wednesday, October 11 @ 10:30am 21st Annual Golf Tournament

Location: Rio Hondo Golf Course 10627 Old River School Road, Downey

Message from the President

As we see the beginning of summer's end, I hope you all have a splendid beginning to autumn. Happy September!

Schools have been back in session since August, as many of you know, and I would like to take this opportunity to highlight just some of the incredible programs the city of Downey offers to its kids. If you look on <u>downeyca.org</u>, you'll find lots of services throughout the city to help your kids.

ASPIRE is an after school program at select schools in DUSD that provides a safe, fun and educational environment for students throughout Downey from the time of school's dismissal until 6PM. Your kids will get to play and get help on their homework, all in the safety of their respective elementary or middle school campus. Check out the Parks and Recreation website (downeyca.org/services/cs/default.asp) for more information!

The Downey City Library invites small children ages 3-5 for story time. We all know how vitally important it is to introduce your kids to reading as early as possible. The Library offers two days or story time: Tuesday mornings for English-only, and Wednesday mornings for Bilingual families! For inclusive, enthusiastic and welcoming quality time spent with your kids, check out story time in the Cormack room at the Downey City Library! Find out more at downeyca. ora/residents/library/default.asp.

For teenagers looking to volunteer, the City of Downey boasts tons of options for young people to get involved. Downey teens can volunteer at the Downey City Library to lead programs and help out the librarians. They can also lead programs at the local parks. For more information on the plethora of options available to the young adults of Downey, call the office of Parks & Recreation at (562) 904-7223.

It is important for business owners to help foster a deep relationship with the community in which they do business. Any improvement in the lives of those we serve is an improvement for all of us. Our youth are the citizens of Downey's tomorrow, and ensuring that their lives are filled with the resources they need to succeed is essential to all. I hope to see all of our kids involved in after school programs and initiatives to help continue Downey's legacy of excellence! I wish you all a wonderful school year.

-- Joanna Peterson, President Downey Chamber of Commerce

Ambassador Profile

Jessica Trujano

This September, The Downey Chamber would like to highlight Ambassador Jessica Trujano! Jessica is the Marketing Director for Jimmy John's, Downey and she specializes in all catering, social events, and operation sales.

Jessica was born in Mexico City and her family moved to California when she was three years old. Jessica became a US Citizen when she was fifteen years old. Jessica Trujano began her career at Jimmy John's as a delivery driver in the Downey community. Her consistent fast movements and hard work would lead her into a more executive position being promoted to an Assistant Manger. As an assistant manager, Jessica

Trujano would be awarded the title of "Best Customer Service" amongst the entire staff. Jessica's consistent quality, speed, and dedication would lead her to an additional promotion as the new Marketing Director of Jimmy John's, Downey.

Jessica's ability as an authentic, loyal, and hardworking Marketing Director has led to her success. Jessica has allowed Jimmy John's to do three times the volume of catering orders comparatively to the average store. Apart from sales, Jessica's highest priority is to give back to the community, giving back almost a 100,000 lbs. of food through fundraisers for local businesses, schools, and clubs.

Jessica's mission is to help the local community in any way she can. Whether there is a last minute catering order or a more complex catering event, Jessica will ensure it is handled with ease. In need of a fundraiser for a local community member? Don't hesitate to call on Jessica at Jimmy John's, their fundraising program can assist and will donate funds back to your organization. Contact Jessica and she will do everything in her power to allow Jimmy John's Downey to help.

As Jimmy John's continues to grow in the Los Angeles area, Jessica's goal is to be promoted to a more senior role. All in all, Jessica is a Rock star and Jimmy John's is very proud and honored to have her aboard this journey. Thank you Jessica for giving so much more than just sandwiches.

On the personal side, Jessica, although being a Latina, loves to listen to Country music, is a diehard LA Galaxy fan, enjoys photography and is a permanent resident of theme parks. A quote she lives by is "Always Be Kind".

Jessica admires three people in her life. The first two are her grandparents. If she can describe them in four words they would be: Strong, Humble, and Loving Unconditionally. Last, but not least is her best friend, brother, mentor and boss, Nick Deponte. Nick, owner of Jimmy John's Downey, always saw something special in Jessica. He never gave up on her and believes she will make a great partner one day, and for that Jessica will always be grateful and aspires to be like Nick.

Executive Director's Message



Yes, it's true....I was that kid that loved the first day of school!! Nothing made me happier than to get to school to meet my teachers and my friends! I was raising my hand to answer questions, offering to be whatever monitor the teacher needed etc. I would tell my children these stories as I would drive them to THEIR first day of school. The usual response from them would be the shaking of their collective heads and then mention how embarrassed

they were for me. Education is not only exciting (at least for me) but it's so fundamental. Fortunately, the Downey Unified School District is one of the top-rated school districts in the state. My five children attended Downey Schools. Three of them now work in education as adults and take the lessons they learned as students and apply them to the children in their classrooms. Paying it Forward so to speak.

Dr. Mary Stauffer was recently feted for her 100th Birthday!! Now reaching 100 years of age is a wonderful milestone, but Dr. Stauffer has accomplished this in such a way as to leave a Legacy that will far outlive almost all of us. By helping to educate a child, Dr. Stauffer, has dropped that "pebble" in a pond and created a ripple effect that will continue on for generations! Thank you, Dr. Stauffer for helping to educate my children, and to allow them to educate the next generation of achievement.

Michael Calvert, Executive Director
 Downey Chamber of Commerce

Downey Graffiti Hotline: (562) 923-4484

Report anyone performing the act of graffiti to the Downey Police
Department,
(562) 904-2319



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* "Poor Nutrition Increases Sickness Absence 50%," Workplace Savings and Benefits, accessed October 22, 2012.





Women In Business

For some time now, we have been working closely with the Norwalk Chamber to create the opportunity for Women in Business to meet together in one place to network and grow. The group has been through several transitions. We believe in the value this group has for our community of women; discussing hot topics women face in the business world. We encourage you to come out and join this great group. We are currently meeting at Frantones in Cerritos every second Wednesday of the month. We also invite you to share any ideas you may have or would like to see for this group. Please email all inquiries to <u>michael@downeychamber.com</u>.



Members of both the Norwalk and Downey Chamber pose for a picture opportunity.

Women In Business

	2017 Calendar of Events 2 nd Wednesday of every month
January 11	Solidifying Your Vision for 2017
February 8	Social Media: Using it to Your Advantage
March 8	The Importance of a Will & Trust
April 12	Spring Cleaning: Time Management & Organization
May 10	Networking Strategies That Will Up Your Game
June 14	Women in Leadership Panel
July 12	Shake Yourself Healthy
August 9	HR for Small and Large Business
September 13	Communication is Key
October 11	Becoming a Better Version of Yourself
November 8	Holiday Boutique
December 13	Mix, Merry, & Jingle

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Since 1953 the world's oldest McDonald's has served Southern California.

This site is the oldest in the worldwide chain of restaurants. After opening in 1953, it immediately became the standard for the fast food franchises across the country. The building and its 60 foot high neon sign with "Speedee the Chef" are listed on the National Register of Historic Places. When was the last time you visited the oldest McDonald's in the world? Bring your friends and family by today for a meal at the historic Downey Speedee McDonald's!





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Congratulations and Thank You!

The following businesses have celebrated another year as members of the Downey Chamber of Commerce. Businesses listed are those that renewed last month and are marking another year with us. This is a monthly feature of *Downey Business*. All members will be recognized during the course of a year. The Downey Chamber thanks you for your support.

43 Years

Downey Land Limited

37 Years

The Arc Los Angeles & Orange Counties

34 Years

Western Pacific Pulp & Paper

28 Years

Advanced Radiator, A/C & Auto Repair

25 Years

Lang Roofing, Inc.

23 Years

Efficient Lighting & Electric

21 Years

Days Inn

19 Years

Downey Pizza Company

<u> 18 Years</u>

Assistance League of Downey

<u> 17 Years</u>

Tropicana Bakery & Cuban Cafe Tulaphorn, Inc./dba McDonald's

13 Years

Rio Hondo Event Center Water Replenishment District of Southern CA

10 Years

Shakey's Pizza Parlor Jesmar Properties

9 Years

Physician's Surgery Center of Downey

8 Years

Rose Hills Memorial Park & Mortuaries The Palms Steaks & Seafood Servpro of Downey

7 Years

Buffalo Wild Wings HomeStreet Bank Downey Lions Club

5 Years

West Downey Plaza

4 Years

Robert Pryor Mobile Notary Public Chick-Fil-A Keller Williams Realty Time 24 Hour Insurance Agency Century 21 - Jervis & Associates

3 Years

Mustard Seed Printing
International Trade Education
Program

2 Years

Tacos Baja AltaMed Health Services Golden Corral

Welcome New Members!

You have just joined the most prestigious business organization in the Mid-Cities area. We are happy with your decision to do so and welcome you! There are many benefits to being a member of the Downey Chamber of Commerce, chief among them networking, advertising opportunities, seminars, legislative advocacy, and community recognition. Attention, established members! Send a note or stop by and say hello to these new members. You both will be glad you did.

Hope After Stroke

www.hopeafterstroke.org
Debra Massaglia, President
8137 3rd Street 3rd Floor
Downey, CA 90241
(888) 794-9466

Downey United Masonic Lodge #220

www.lodge220.freemason.org
Alex Duplinksky, President
8244 3rd Street
Downey, CA 90241
(562) 862-4176

The Olson Company

www.villagewalkdowney.com Cheryl Saunders, Manager 11028 La Reina Avenue Downey, CA 90241 (562) 370-9542

Creamistry

www.creamistry.com/Downey Stephanie Ontiveros, Owner 11146 Downey Avenue Downey, CA 90241 (562) 302-9996

OneWest Bank

www.owb.com
Cristina Martell-Perez,
Branch Manager
7320 Firestone Blvd. Suite 101
Downey, CA 90241
(562) 658-4460

Gown Me Up

As a Chamber, nothing gets us more excited than seeing young entrepreneurs launch their careers to fulfill their dreams. Genesis Jara, a local Downey High graduate has done just that. With her mom's help, they have launched a non-profit organization to help other local girls who may not have means to pay for their Prom attire. Read their bio below:

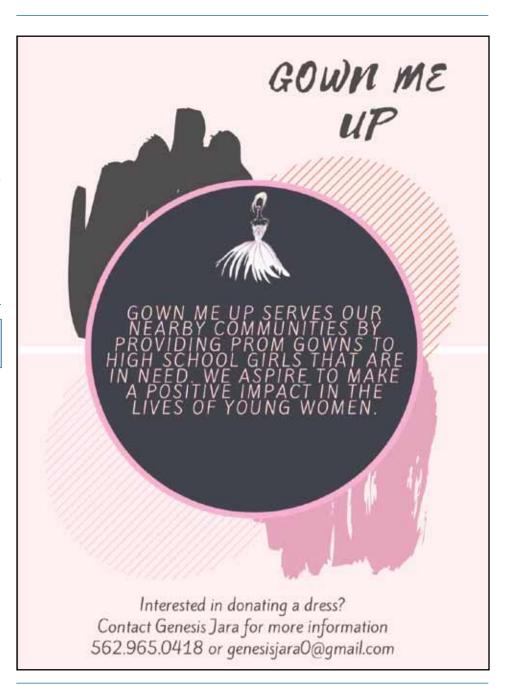
"My mom and I have decided to start a nonprofit organization that will serve high school girls in our hometown of Downey and nearby cities. When a high school friend of mine reached out to me and asked if she could borrow a dress for her prom since she could not afford one, my automatic answer was yes. It became clear to my mom and I that there are many other high school girls experiencing the same struggle. We have decided to start a confidential initiative where high school girls can be recommended or personally reach out to us and ask to borrow a gown once prom season arrives. We are currently accepting gown donations and will be able to assist a total of 26 high school girls so far. We hope to make a positive impact in the lives of high school girls and any donations would be greatly appreciated!"

Our contact info:

Genesis Jara/Yolanda Jara

gownmeup17@gmail.com (562)965-0418

We wish them much success in this new adventure and are appreciative of the assistance they provide to others.



Lifetime Members

Steve Allen

Diane Boggs

Dominick DiMario

Maria Larkin

Susan Nordin

Doris Patterson

Meredith Perkins

Jim Reynolds

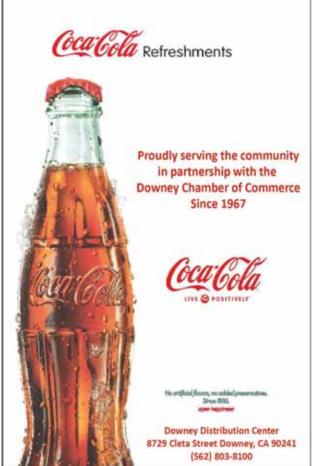
Dr. Mary Stauffer

David R. Gafin, CPA

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Downey's Made Program Interns

For six weeks, we had the privilege of working with two of Downey's Made Program Interns. Anais and Laura came into our office full of energy and eager to learn. As a yearlong process in the MADE program they had to prove, both to their advisors and themselves, they were willing and capable of handling a position in the work field. They were able to help us with the Chamber office remodel and worked hands on with members, updated our systems and helped us re-organize our filing systems. Anais and Laura will be Seniors at Warren High School this new school year. Their last day with us was July 27th and we held a thank you lunch at the Chamber in their honor. We are very thankful for the Made program and all their help. We wish them much success in all they do.



Laura & Anais getting ready to cut their cake.



A few of our Board of Directors and Staff posing alongside our interns.

Let's Do Lunch Lunch



This picture is the best advertisement for having lunch at the Gaucho Grill



Carrie Uva, Chamber Vice President and realtor with Century 21, talks about giving "great service" and how that is her trademark.

The August "chapter" of Let's Do Lunch was held at Gaucho Grill located in the Promenade Shopping Center. Nearly 40 Chamber members came together to network and enjoy a wonderful lunch. The topic for the lunch was "What makes your clients feel special?" After each member's presentation it was evident that Downey Businesses like making everyone feel special. Thank you Gaucho Grill, for providing both a great lunch and meeting space for Chamber members so they could participate in a productive lunch.



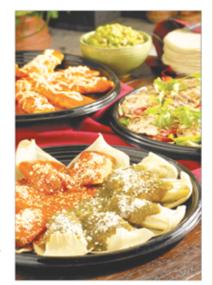
Blanca Rochin, the principal at the Downey Adult School tells us "what's new" on their campus.

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Ambassador Profile

Sonia Delgado

Meet Sonia Delgado from M.R. & Associates. Sonia has been an Ambassador for the Chamber for over five years and you are sure to find her at one of our ribbon cuttings or volunteering at one of our events. She explains that one personal reward in being involved in the Chamber is the awareness she has on City events. Sonia is a Realtor for M.R. & Associates and has been in this industry for eleven years. She is a Downey resident, and is originally from New York City. Sonia loves to dance and travel to new places. Her favorite book is The Godfather, and favorite movie is La La Land. She's a firm believer that all things happen for a reason and so regardless of what may come her way she stays assertive and maintains her cool. If she were to win a million dollars she would be sure to give back to her family, who is her biggest influence, her church and friends. If she could live anywhere in the world she would choose to live in Monaco, as she was left awestruck by its beauty. If she could be anyone else for a day she would be Sofia Loren in her glory days. At the Chamber we are very thankful for Sonia, her involvement, commitment and dedication to our organization.

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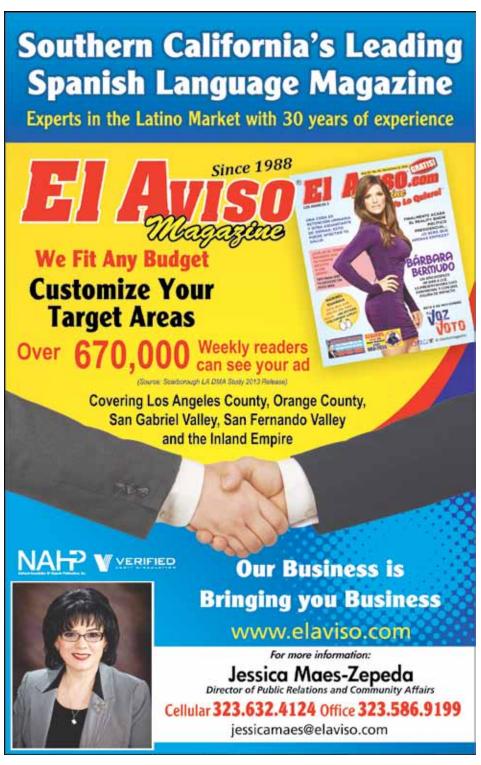
have the full video with instructions on "TopEliteBody" when you search in Youtube. The link here will direct you to the exercise videos you need.

For detailed instructions follow the link/title above.

- X-Jump (modification in video): 3 sets x 15 reps
- Side shuffle w/ mini-band : 3 sets x 15 reps
- Bounding: 3 sets x 10 reps
- . Shoulder taps: 3 sets x 10 reps
- Step ups : 3 sets x 20 reps

- Exercise controls anxiety
- Movement clears the

Join the Downey Chamber of Commerce!





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New Member Profile

JE & Associates



Jesse Gallardo, CPA is the founder and owner of J.E & Associates.

He started his career with a large local CPA firm in Orange County working in both the tax and auditing department. In less than 10 years, Jesse Gallardo, CPA was promoted to Partner. An entrepreneur at heart,

he is passionate about helping his clients succeed and has designed the company to meet the needs of businesses and individuals who are looking for a more dynamic and strategic relationship with their CPA.

Jesse Gallardo, CPA is a member of the American Institute of Certified Public Accountants and California Society of CPA's. Jesse graduated from the University of California, Fullerton with a bachelor's degree in Business Administration with a concentration in Accounting.

Working in both the tax and auditing department allowed him to gain extensive experience and knowledge. His areas of expertise are corporate income tax returns, individual income tax returns, partnership/LLC income tax returns, audits, reviews, and compilations of financial statements.

He has served a diverse group of clients, including manufacturers, health care providers, distributors, law firms, and high net worth individuals to name a few.

Jesse has extensive experience in audit representation whether it be with the IRS, BOE or EDD.

Village Walk Olson Ribbon Cutting

1988 The Olson Company has been developing projects focused in urban living and within walking distance of city amenities. The Village Walk in Downey is no exception! Ranging in price from \$495,361 to \$602,009 and located at 11011 La Reina Avenue, these 3 story townhomes include up to 4 bedrooms and 4 baths along with 1911 sq. ft. The beautiful project is now available and the sales office is open daily.



The Chamber welcomes the team from Olson Homes to Downey. Presenting their Plaque are Chamber President Elect, John Casillas of Farmers and Merchant Bank, Immediate Past President, Laurie Tyler of Financial Partners Credit Union, Board Member, Mariana Pacheco of Pacheco Realty, President, Joanna Peterson of Gallatin Dental, Bill Holford, Board Members Jeannie woods of Albertsons and Sue Robison of Security Land Escrow.



The partnership between Olson Homes and the City was celebrated at the Chamber's Ribbon Cutting. Joining in the accomplishment are Aldo Schindler, Head of Community Development, City Council Members, Alex Saab, Rick Rodriquez, Blanca Pacheco, Mayor Fernando Vasquez, Olson Homes Executives, Bill Holford and John Reekstin along with Mayor Pro Tem Sean Ashton.

Ambassador Lunch



Saying "thank you" to Brickstone's for a great event are Troy Busher of PIH Health, Ambassador Co-Chair Monica Dien of Financial Partners Credit Union, and Jessica Trujano of Jimmy John's.



Enjoying their meal at Brickstones's are two of our newest Ambassadors, Walter Escobar and Monica Miranda, both of Financial Partners Credit Union (The Gateway Office) sitting along-side one of our more "experienced" group members, Rain Neg of Eipros.

The Chamber's hardworking Ambassador Group got together at Brickstone's Grill inside Embassy Suites to network and make plans for the upcoming Golf Tournament. Co-Chairwomen, Sheila and Monica have set a very aggressive schedule for the Fall. The Ambassadors will not only be volunteering at the Golf Tournament, but they will be delivering "Welcome Bags" to our new members, reaching out to the Business Community and explaining the value of being a Chamber Member. Thank you Brickstone's, the food was amazing and the desserts were delicious, we can't wait till next time!



It's a happy group of Ambassadors which includes (back row), Sue Robison of Security Land Escrow, Chamber President Joanna Peterson of Gallatin Dental, Chamber Director Michael Calvert, Chamber Board Member Shelia Tetangco-Bartalone of Financial Partners Credit Union, Joana Deras of Farmers and Merchants Bank, (front row) Walter Escobar, Monica Miranda, and Rain Neg.

5th Annual Downey Dia De Los Muertos Festival



Once again, the Downey Chamber of Commerce will have a presence at the annual Downey Dia de Los Muertos Art Festival, to be held on Sunday Oct. 29th. The Festival will be held in and around the Downey Theatre between Firestone Boulevard and Civic Center Drive. The event runs from 11 a.m. to 8p.m. with free admission and free parking.

Attractions include Ballet Folklorico and film in the main Theatre, intimate Romantica and Jive for listening and dancing in the Zocalo and the Community Outdoor Stage. A complete day with a great variety of local entertainment. The Urban Art Alley includes an over-sized "found art," sculpture and a "parade of colorful catrinas." There will be sugar skulls (calaveras) to decorate, "make and take" crafts for the kids, traditional Day of the Dead face painting, an altar contest, car altars exhibit, beer and wine garden, a dozen food trucks, 35 vendors selling Day of the Dead themed merchandise, and 18 "small business" booths.

Expected attendance is 15,000 to 20,000 citizens. Several Chamber members will have booths there, including Downey Federal Credit Union, SunRise Realty, Downey Nissan, and Vazza Café. Chamber Executive Director, Michael Calvert said, "This is one of the most outstanding events in Downey, with reasonably priced booth space, plus there's a 10% discount for Chamber members."

Enter the Downey Dia de Los Muertos Art Festival Altar Contest. Win cash prizes, build an altar or ofrenda honoring a friend or family member who has passed. For rules and an application call the box office at (562) 861-8211 or visit the website at www.dolm.downeytheatre.org.





The Mission of The Downey Chamber of Commerce is to advocate and support

support
a healthy and profitable business
environment which improves
the quality of life!

City Affair's

Farmers and Merchant Bank, located on the corner of Lakewood and Firestone Blvds, was the host of July's City Affairs monthly meeting. Guest Speakers were Lieutenant Brian Baker and Captain Stephen Garza both of the Downey Police Department. The audience enjoyed the insight and informative presentation. The Chamber is truly grateful that these gentlemen were available and took the time to educate our group.



Guest speakers Lieutenant Brian Baker and Captain Stephen Garza discuss some of the issues facing Downey and its citizens.



Enjoying the presentation were Laurie Tyler of Financial Partners Credit Union, Jeanie Wood of Albertson's Market, Rain Neg of Eipros, Carrie Uva of Century 21, Lieutenant Baker, Captain Garza, Joanna Peterson of Gallatin Dental, Sue Robison of Security Land Escrow, our host John Casillas of Farmers and Merchants Bank, Jerry Wetzstein of California Well Being Insurance, and Michael Chirco of Chirco Air Conditioning and Heating.





21st Annual Golf Tournament SAVE THE DATE

Wednesday, October 11, 2017 Check in 10:30AM

Rio Hondo Golf Course 10627 Old River School Rd. Downey, CA 90241

Corporate Sponsorships Available. For more information please contact Mayra Ramos @ 562.923.2191 or e-mail: Mayra@downeychamber.com/www.downeychamber.com/





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