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| **Appendix Table 1**Email and postal contact rates by state |
|  | DE | MD | OH | PA | VA | WV |
| Email contact rate | 0.269 | 0.287 | 0.350 | 0.250 | 0.285 | 0.253 |
| Postal contact rate | 0.870 | 0.284 | 0.282 | 0.306 | 0.182 | 0.189 |