



Memorandum of Understanding

Memorandum of Understanding between the DAIRY DEVELOPMENT ASSOCIATION – ASODEL, representing the dairy industry sector of Guatemala, and the U.S. Dairy Export Council – USDEC, and the National Milk Producers Federation – NMPF, representing the dairy industry sector of the United States.

The main objective of this Agreement is to strengthen institutional relations between the signatory associations and to promote the exchange of knowledge on matters of mutual interest, as well as to carry out actions in defense of milk and dairy products in our markets. Similarly, both groups stand in favor of free and fair trade between our countries, always promoting the consumption of high-nutritional quality milk and dairy products for the benefit of consumers in Guatemala and the United States, among others.

This Agreement contains eleven Points of Agreement between the dairy industries of both countries, which are listed below:

- 1.- Facilitate the exchange of knowledge and collaboration on relevant topics of mutual interest between the parties.
- 2.- Proactively promote regional alignment in support of common policy priorities in international forums (CODEX, FAO, OIE, WHO, etc.).
- 3.- Regularly participate in discussions and knowledge exchanges on sustainability, sustainable food systems, and other environmental/production issues faced by producers.
- 4.- Hold meetings at least once a year, either in person or virtually, to review major topics of interest.
- 5.- Facilitate global trade including third party countries.
- 6.- Support effective and aligned participation of the parties within international organizations, including all those that establish policies impacting the agricultural sector.
- 7.- Promote the development of science-based international standards and guidelines that support the competitive functioning of global markets and international trade of agricultural products.
- 8.- Monitor international policies and regulatory issues related to the protection of the livestock sector, especially those concerning trade issues in global markets.
- 9.- Facilitate, as often as the parties decide, events, seminars, conferences, virtual exchanges, etc., that promote knowledge transfer and enhance mutual understanding on relevant topics such as sustainability, food systems, and participation in the United Nations multilateral system.



10.- Promote the recognition and support of influential actors regarding the fundamental role of livestock, animal proteins, and dairy products, specifically in advancing sustainable development and more sustainable food systems.

11.- Defend common terms for foods and beverages against any action in the context of a trade negotiation.

In agreement, two (2) original copies are signed, in Spanish and English.

On behalf of the DAIRY DEVELOPMENT ASSOCIATION, *ASODEL*

Esteban Morales Ovalle
President / Asociación de Desarrollo Lácteo, *ASODEL*
Republic of Guatemala

On behalf of the U.S. Dairy Export Council, *USDEC*

Krysta Harden
President & CEO / U.S. Dairy Export Council, *USDEC*
United States of America

On behalf of the National Milk Producers Federation, *NMPF*

Jaime Castaneda
Executive Vice President, Policy Development and Strategy / National Milk Producers Federation
United States of America

Agreement signed on March 19th, 2025, in Guatemala City, Guatemala