Nutrition Smart Agriculture in Guatemala

Supplementary material

This Supplementary Material is in support of the Nutrition Smart Agriculture in Guatemala Country Profile. The annexes below are references where relevant in the text. The Supplementary Material cannot and should not be read in isolation. It can only be read in association with the Country Profile.

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## Annex I: Acronyms

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Meaning</th>
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<tbody>
<tr>
<td>BMI</td>
<td>Body Mass Index</td>
</tr>
<tr>
<td>BPF</td>
<td>Buenas Prácticas de Fabricación (Good Manufacturing Practices)</td>
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<tr>
<td>BPH</td>
<td>Buenas Prácticas de Higiene (Good Hygiene Practices)</td>
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<tr>
<td>CADER</td>
<td>Center de Aprendizaje para el Desarrollo Rural (Learning Center for Rural Development)</td>
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<tr>
<td>CIF</td>
<td>Cost, Insurance and Freight</td>
</tr>
<tr>
<td>COGUANOR</td>
<td>Comisión Guatemalteca de Normas (Guatemala’s Regulations Commission)</td>
</tr>
<tr>
<td>CONASAN</td>
<td>Comisión Nacional de Seguridad Alimentaria y Nutricional (National Commission of Food Security and Nutrition)</td>
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<tr>
<td>CONSAN</td>
<td>Consejo Nacional de Seguridad Alimentaria y Nutricional (The National Council of Food and Nutritional Security)</td>
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<tr>
<td>Covid-19</td>
<td>Coronavirus Disease</td>
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<tr>
<td>CRIA</td>
<td>Consorcios Regionales de Investigación Agrícola (Regional Consortias on Agricultural Research)</td>
</tr>
<tr>
<td>DORCER</td>
<td>Dirección de Coordinación Regional y Extensión Rural (Regional Coordination and Rural Extension Office)</td>
</tr>
<tr>
<td>ENCOVI</td>
<td>Encuesta Nacional de Condiciones de Vida (National Survey of Living Conditions)</td>
</tr>
<tr>
<td>ENMICRON</td>
<td>Encuesta Nacional de Micronutrientes (National Survey of Micronutrients)</td>
</tr>
<tr>
<td>ENSMI</td>
<td>Encuesta Nacional de Salud Materno Infantil (National Survey of Maternal and Infant Health)</td>
</tr>
<tr>
<td>ENRDC</td>
<td>Estrategia Nacional para la Reducción de la Desnutrición Crónica (National Strategy for Chronic Malnutrition Reduction)</td>
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<tr>
<td>FAO</td>
<td>Food and Agriculture Organization</td>
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<tr>
<td>FANTA</td>
<td>Food and Nutrition Technical Assistance</td>
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<tr>
<td>FNS</td>
<td>Food and Nutritional Security</td>
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<tr>
<td>FOB</td>
<td>Free on Board</td>
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<tr>
<td>g</td>
<td>Grams</td>
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<tr>
<td>GDP</td>
<td>Gross Domestic Product</td>
</tr>
<tr>
<td>GIA</td>
<td>Group of Supporting Institutions</td>
</tr>
<tr>
<td>GNI</td>
<td>Gross National Income</td>
</tr>
<tr>
<td>GTM</td>
<td>Guatemala</td>
</tr>
<tr>
<td>ICTA</td>
<td>Instituto de Ciencia y Tecnología Agrícola (Agricultural Sciences and Technology Institute)</td>
</tr>
<tr>
<td>INCAP</td>
<td>Instituto de Nutrición de Centroamérica y Panamá (Nutritional Institute for Central America and Panamá)</td>
</tr>
<tr>
<td>INE</td>
<td>Instituto Nacional de Estadística (National Institute of Statistics)</td>
</tr>
<tr>
<td>HDI</td>
<td>Human Development Index</td>
</tr>
<tr>
<td>IDB</td>
<td>Interamerican Development Bank</td>
</tr>
<tr>
<td>IICA</td>
<td>Inter-American Institute for Cooperation on Agriculture</td>
</tr>
<tr>
<td>INCOPAS</td>
<td>Instancia de Consulta y Participación Social (Social Participatory and Consultation Agency)</td>
</tr>
<tr>
<td>LAC</td>
<td>Latin American and the Caribbean</td>
</tr>
<tr>
<td>MT</td>
<td>Metric Tons</td>
</tr>
<tr>
<td>Abbreviation</td>
<td>Description</td>
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<td>--------------</td>
<td>-------------</td>
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<tr>
<td>mcg</td>
<td>Micrograms</td>
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<tr>
<td>mg</td>
<td>Milligrams</td>
</tr>
<tr>
<td>MAGA</td>
<td>Ministerio de Agricultura, Ganadería y Alimentación (Ministry of Agriculture, Livestock and Food)</td>
</tr>
<tr>
<td>MINECO</td>
<td>Ministerio de Economía (Ministry of Economy)</td>
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<tr>
<td>MINFIN</td>
<td>Ministerio de Finanzas (Ministry of Finance)</td>
</tr>
<tr>
<td>MSPAS</td>
<td>Ministerio de Salud Pública y asistencia Social (Ministry of Public Health and Social Assistance)</td>
</tr>
<tr>
<td>NSmartAg</td>
<td>Nutrition-Smart Agriculture</td>
</tr>
<tr>
<td>DICORER</td>
<td>Oficina Regional de Coordinación y Extensión Rural (Regional Coordination and Rural Extension Office)</td>
</tr>
<tr>
<td>OMS</td>
<td>Organización Mundial de la Salud (World Health Organization)</td>
</tr>
<tr>
<td>OPS</td>
<td>Organización Panamericana de la Salud (Pan-American Health Organization)</td>
</tr>
<tr>
<td>PAFFEC</td>
<td>Programa de Agricultura Familiar para el Fortalecimiento de la Economía Campesina (Family Farming Program for the Strengthening of Peasant Economic)</td>
</tr>
<tr>
<td>PESAN</td>
<td>Plan de seguridad Alimentaria y Nutricional (Strategic Plan for Food and Nutritional Security)</td>
</tr>
<tr>
<td>PNDRI</td>
<td>Política Nacional de Desarrollo Rural Integral (National Policy of Rural Development)</td>
</tr>
<tr>
<td>PPHO</td>
<td>Pacto Hambre Cero (Hunger Zero Pact)</td>
</tr>
<tr>
<td>PSAN</td>
<td>Política Nacional de Seguridad Alimentaria y Nutricional (National Policy of Food and Nutritional Security)</td>
</tr>
<tr>
<td>PROCAGICA</td>
<td>Programa Centroamericano de Gestión Integral de la Roya del Café (Central American Program of Coffee Rust Integrated Management)</td>
</tr>
<tr>
<td>PRDC</td>
<td>Programa para la Reducción de la Desnutrición Crónica (Program for Chronic Malnutrition Reduction)</td>
</tr>
<tr>
<td>RNIs</td>
<td>Recommended Nutrient Intakes</td>
</tr>
<tr>
<td>SUN</td>
<td>Scaling Up Nutrition Movement</td>
</tr>
<tr>
<td>SEGEPLAN</td>
<td>Secretaría de Planificación y Programación de la Presidencia (Presidential Secretary of Planning and Programming)</td>
</tr>
<tr>
<td>SINASAN</td>
<td>Sistema Nacional de Seguridad Alimentaria y Nutricional (National System of Food and Nutritional Safety)</td>
</tr>
<tr>
<td>UNDP</td>
<td>United Nations Development Programme</td>
</tr>
<tr>
<td>UNHCR</td>
<td>Office of the UN High Commissioner for Refugees</td>
</tr>
<tr>
<td>VISAN</td>
<td>Viceministerio de Seguridad Alimentaria y Nutricional (Vice-Minister of Food and Nutritional Security)</td>
</tr>
<tr>
<td>WHO</td>
<td>World Health Organization</td>
</tr>
</tbody>
</table>
Annex II: Maps micronutrient deficiencies

Chronic Malnutrition (<24 months children)

Chronic Malnutrition (<5 years children)
Annex III: Food production and consumption by region

a. North

b. Central
c. Northwest

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d. Southwest

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Annex IV: Prevalence by region

Prevalence deficiencies, main nutritional deficiencies in prioritized regions of Guatemala (%)

- % Chronic malnutrition (<2 SD) in children less than 5 years
- Anemia (Non-pregnant women)
- Anemia (Pregnant women)
- Zinc deficiency (< 5 years children)
- Vitamin B12 (<5 years children)
- Vitamin B12 (Women 15-49 years)

North | North West | Central | Southwest
---|---|---|---
50 | 41.1 | 68.2 | 51.9
18.1 | 13.2 | 11.5 | 16.6
29.9 | 19.4 | 21.8 | 18.9
40.1 | 39.8 | 46.7 | 36.8
25.4 | 17.2 | 12.3 | 9.7
26.4 | 18.5 | 12.2 | 17.2
Annex V: Key nutrients bar charts by region

Key:

- Red meat
- Starchy vegetables
- Eggs
- Poultry
- Dairy foods
- Fish
- Vegetables
- Fruits
- Legumes
- Grains
- Nuts
- Oils
- Insects
- Other
1. Food group sources for protein (produced and consumed). Northern region

2. Food group sources for protein (produced and consumed). Northwestern region

3.
4. Food group sources for protein (produced and consumed). Northeastern region

5. Food group sources for protein (produced and consumed). Southwestern region
6. **Food group sources for protein (produced and consumed). Central region**
7. Food group sources for iron (produced and consumed). Northern region

8. Food group sources for iron (produced and consumed). Northwestern region
9. Food group sources for iron (produced and consumed). Northeastern region

10. Food group sources for iron (produced and consumed). Southwestern region
11. Food group sources for iron (produced and consumed). Central region
12. Food group sources for zinc (produced and consumed). Northern region

13. Food group sources for zinc (produced and consumed). Northwestern region
14. Food group sources for zinc (produced and consumed). Northeastern region

15. Food group sources for zinc (produced and consumed). Southwestern region
16. Food group sources for zinc (produced and consumed). Central region
17. Food group sources for vit B12 (produced and consumed). Northern region

18. Food group sources for vit B12 (produced and consumed). Northwestern region
19. Food group sources for vit B12 (produced and consumed). Northeastern region

20. Food group sources for vit B12 (produced and consumed). Southwestern region
Annex VI: Case studies on NSmartAg technologies and practices per region

NSmartAg
Guatemala Country Profile

Indicative list of case studies
Southwest
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 1

Name of agribusiness: Productos la colina

Food product: Trout

Process: Freezing, refrigerating & cold pressing

Nutrition Smart Agriculture practice: Fresh fish; reduction of nutrient loss through improved processing; improved storage (e.g., packaging materials, storage environment, etc.)

Key nutrition facts: Addresses micronutrient deficiencies (mainly vitamin B12 and iron); provides an additional source of protein

Key agribusiness facts:
- Business plan not available
- Profitable business
- Stable market
- No other competitors in the area

Key considerations for further support:
- No sanitary/food safety certifications
Name of agribusiness: Guaritas

Food product: Trout

Process: Cutting, freezing & refrigerating

**Nutrition Smart Agriculture practice:** Fresh fish; improved storage (e.g., packaging materials, storage environment, etc.)

**Key nutrition facts:** Addresses micronutrient deficiencies (mainly vitamin B12 and iron); provides an additional source of protein

**Key agribusiness facts:**
- Business plan available
- Profitable business
- Stable market
- Other competitors in the area

**Key considerations for further support:**
- No sanitary/food safety certifications; aspirations to produce dried fish with sea salt
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 3

Name of agribusiness: As mueses

Food product: Soy flour

Process: Grinding & cooking

Nutrition Smart Agriculture practice: No added preservatives; nutrient variety improvement; aflatoxin control; improved storage (e.g., packaging materials, storage environment, etc.)

Key nutrition facts: Addresses micronutrient deficiencies (mainly iron and zinc); provides an additional source of protein

Key agribusiness facts:
- Business plan not available
- Profitable business
- Stable market
- Other competitors in the area

Key considerations for further support:
- Aspirations to mix with other nutritious grains
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 4

Name of agribusiness: Big Mani

Food product: Seeds (mani, marañón, beans, pistachios, pepitoria, nuts) toasted and ready for consumption

Process: Cooking, roasting & frying

Nutrition Smart Agriculture practice: No added preservatives; improved storage (e.g., packaging materials, storage environment, etc.)

Key nutrition facts: Addresses micronutrient deficiencies (mainly iron and zinc); provides an additional source of protein

Key agribusiness facts:
- Business plan available
- Profitable business
- Stable market
- Other competitors in the area

Key considerations for further support:
- Aspirations to make granola with nuts that are processed
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 5

**Name of agribusiness:** Granja Agro ecológica San Fernando

**Food product:** Milk, cheese & goat cream

**Process:** Fermentation, refrigeration & pasteurization

**Nutrition Smart Agriculture practice:** Nutrient variety improvement

**Key nutrition facts:** Addresses micronutrient deficiencies (some contribution of iron, zinc and vitamin B12); provides an additional source of protein

**Key agribusiness facts:**
- Business plan not available
- Profitable business
- Growing market
- Other competitors in the area

**Key considerations for further support:**
- Aspirations for preparations of goat milk sweets
Name of agribusiness: Lácteos Pasajinak

Food product: Cheese, cream & yogurt

Process: Fermenting, freezing, refrigerating, cooking, sterilizing & pasteurizing

Nutrition Smart Agriculture practice: Home-made type; food fortification; improved storage (e.g., packaging materials, storage environment, etc.)

Key nutrition facts: Addresses micronutrient deficiencies (some contributions of iron, zinc and vitamin B12); provides additional source of protein

Key agribusiness facts:
- Business plan available
- Profitable business
- Growing market
- Other competitors in the area

Key considerations for further support:
- None
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 7

Name of agribusiness: Tienda Karla

Food product: Cow's milk cheese

Process: Refrigerating & sterilizing

Nutrition Smart Agriculture practice: Produced with local ingredients and no additives

Key nutrition facts: Addresses micronutrient deficiencies (some contributions of iron, zinc and vitamin B12); provides an additional source of protein

Key agribusiness facts:
- Business plan not available
- Profitable business
- Growing market
- Other competitors in the area

Key considerations for further support:
- Aspirations for cooking equipment to increase product volumes
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 8

**Name of agribusiness:** Asociación Chivalac

**Food product:** Fresh cheese, quesillo, yogurt & cream

**Process:** Refrigerating, cooking & pasteurizing

**Nutrition Smart Agriculture practice:** Improvements in handling, hygiene & raw material records

**Key nutrition facts:** Addresses micronutrient deficiencies (some contributions of iron, zinc and vitamin B12); provides an additional source of protein

**Key agribusiness facts:**
- Business plan not available
- Profitable business
- Growing market
- Other competitors in the area

**Key considerations for further support:**
- None
Name of agribusiness: Cooperativa tuis kich ben RL

Food product: Host-type mushroom (produced from corn residues)

Process: Washing & packing

Nutrition Smart Agriculture practice: Fresh mushroom; good for diversification of iron/zinc sources; improved storage (e.g., packaging materials, storage environment, etc.)

Key nutrition facts: Addresses micronutrient deficiencies (some contribution of iron, zinc and vitamin B12); provides an additional source of protein

Key agribusiness facts:
- Business plan not available
- Profitable business
- Growing market
- No other competitors in the area

Key considerations for further support:
- No sanitary/food safety certifications; aspirations for champignon production
Name of agribusiness: LACMARQ

Food product: Cow's milk cream

Process: Pasteurizing

Nutrition Smart Agriculture practice: ?

Key nutrition facts: Addresses micronutrient deficiencies (some contributions of iron, zinc and vitamin B12); provides an additional source of protein

Key agribusiness facts:
- Business plan not available
- Profitable business
- Growing market
- Other competitors in the area

Key considerations for further support:
- Aspirations for the use of whey to prepare other derivatives
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 11

Name of agribusiness: None (no tiene)

Food product: Freshly squeezed orange juice (with option to add Creole hen's egg and water-soluble vitamins)

Process: Cutting

Nutrition Smart Agriculture practice: No added sugar and combined with hen's egg; reduced nutrient loss through improved processing

Key nutrition facts: Addresses micronutrient deficiencies (mainly iron, zinc and vitamin B12); provides an additional source of protein

Key agribusiness facts:
- Business plan not available
- Profitable business
- Stable market
- Other competitors in the area

Key considerations for further support:
- No sanitary/food safety certifications; aspirations to make juice from other fruits & vegetables
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 12

Name of agribusiness: Adibe

Food product: Tofu (soy cheese) & soy beverages

Process: Cooking

Nutrition Smart Agriculture practice: Food fortification

Key nutrition facts: Addresses micronutrient deficiencies (mainly iron and zinc); provides an additional source of protein

Key agribusiness facts:
- Business plan not available
- Profitable business
- Stable market
- No other competitors in the area

Key considerations for further support:
- No sanitary/food safety certifications; aspirations for adding soya to other things to make them more nutritious
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 13

Name of agribusiness: Fundación Guillermo Toriello

Food product: Host-type mushrooms (produced in corn residue substrate)

Process: Cutting & packaging

Nutrition Smart Agriculture practice: No preservatives added; hygienic production conditions

Key nutrition facts: Addresses micronutrient deficiencies (mainly iron and zinc)

Key agribusiness facts:
- Business plan not available
- Profitable business
- Stable market
- Other competitors in the area

Key considerations for further support:
- No sanitary/food safety certifications; aspirations for dehydrating the mushrooms
Central
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 14

Name of agribusiness: Panadería y Pastelería Doña Luisa Xicotencatl

Food product: Natural artisan yogurt and fruit yogurt

Process: Fermenting, refrigerating & pasteurizing

Nutrition Smart Agriculture practice: Home-made type; selling with or without sugar; products only promoted without added sugar; improvement of bacterial culture to ferment yogurt; improved storage (e.g., packaging materials, storage environment, etc.)

Key nutrition facts: Addresses micronutrient deficiencies (some contributions of iron, zinc and vitamin B12); provides additional source of protein

Key agribusiness facts:
- Business plan available
- Profitable business
- Growing market
- No other competitors in the area

Key considerations for further support:
- Aspirations for yogurt fortification with a greater diversity of fruits
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 15

Name of agribusiness: Senacri

Food product: Amaranth flour & beverages

Process: Grinding & cooking

Nutrition Smart Agriculture practice: No added sugar; nutrient variety improvement; reduction of nutrient loss through improved processing; improved storage (e.g., packaging materials, storage environment, etc.)

Key nutrition facts: Addresses micronutrient deficiencies (some contribution of iron, zinc and vitamin B12); provides an additional source of protein

Key agribusiness facts:
- Business plan not available
- Profitable business
- Growing market
- Other competitors in the area

Key considerations for further support:
- No sanitary/food safety certifications
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 16

Name of agribusiness: Dalma dulces y más

Food product: Granola (containing oats, sesame, coconut, raisins, pepitoria, chia, almonds & peanuts)

Process: Drying & cooking

Nutrition Smart Agriculture practice: Home-made (non-industrially formulated/pre-packaged) type; no added sugar; nutrient variety improvement; aflatoxin control; improved storage (e.g., packaging materials, storage environment, etc.)

Key nutrition facts: Addresses micronutrient deficiencies (mainly iron and zinc); provides an additional source of protein

Key agribusiness facts:
- Business plan not available
- Profitable business
- Growing market
- Other competitors in the area

Key considerations for further support:
- Aspirations for baking ovens & packing structure;
- No sanitary/food safety certifications
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 17

Name of agribusiness: Curiosidades Tía Vila

Food product: Pure cow's milk yogurt, with seasonal fruits and orange juice

Process: Refrigerating & pasteurizing

Nutrition Smart Agriculture practice: Home-made type; selling with or without sugar; products only promoted without added sugar; improved storage (e.g., packaging materials, storage environment, etc.)

Key nutrition facts: Addresses micronutrient deficiencies (some contributions of iron, zinc and vitamin B12); provides additional source of protein

Key agribusiness facts:
- Business plan available
- Profitable business
- Growing market
- Other competitors in the area

Key considerations for further support:
- No sanitary/food safety certifications
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 18

Name of agribusiness: Finca La Misión

Food product: Goat milk based yogurt

Process: Refrigerating & pasteurizing

Nutrition Smart Agriculture practice: Fresh, home-made type; products only promoted without added sugar

Key nutrition facts: Addresses micronutrient deficiencies (some contribution of iron, zinc and vitamin B12); provides an additional source of protein

Key agribusiness facts:
- Business plan available
- Profitable business
- Growing market
- No other competitors in the area

Key considerations for further support:
- Aspirations to expand the diversity of dairy products produced
North (Alta Verapaz)
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 19

Name of agribusiness: Sala de ventas Lácteos Cunor

Food product: Milk, cream, cheese and goat’s milk

Process: Refrigerating, cooking & pasteurizing

Nutrition Smart Agriculture practice: Reduction of nutrient loss through improved processing

Key nutrition facts: Addresses micronutrient deficiencies (some contributions of iron, zinc and vitamin B12); provides an additional source of protein

Key agribusiness facts:
- Business plan available
- Profitable business
- Growing market
- No other competitors in the area

Key considerations for further support:
- Aspirations to make milk powder
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 20

Name of agribusiness: Xkape Koban

Food product: Traditional beverages (e.g., tiste, pozol & nugget)

Process: Grinding, drying & toasting

Nutrition Smart Agriculture practice: No sugar added; nutrient variety improvement; improved storage (e.g., packaging materials, storage environment, etc.)

Key nutrition facts: Addresses micronutrient deficiencies (some contributions of iron, zinc and vitamin B12)

Key agribusiness facts:
- Business plan available
- Profitable business
- Growing market
- No other competitors in the area

Key considerations for further support:
- Aspirations for packaging in different sizes
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 21

Name of agribusiness: Lácteos Tactilac

Food product: Cheese, milk & yogurt (cow)

Process: Fermenting, refrigerating, cooking & pasteurizing

Nutrition Smart Agriculture practice: Reduction of nutrient loss through improved processing; improved storage (e.g., packaging materials, storage environment, etc.)

Key nutrition facts: Addresses micronutrient deficiencies (some contributions of iron, zinc and vitamin B12); provides an additional source of protein

Key agribusiness facts:
- Business plan available
- Profitable business
- Stable market
- No other competitors in the area

Key considerations for further support:
- None
Northeast (Chiquimula)
II. NSmartAg PRACTICES AND TECHNOLOGIES – CASE 22

Name of agribusiness: Lácteos La Overita

Food product: Cheese (fresh, cream, curd) & butter

Process: Refrigerating, pasteurizing, casting & curdling

Nutrition Smart Agriculture practice: Natural milk & herbal additives are used

Key nutrition facts: Addresses micronutrient deficiencies (some contributions of iron, zinc and vitamin B12); provides an additional source of protein

Key agribusiness facts:
- Business plan not available
- Profitable business
- Growing market
- Other competitors in the area

Key considerations for further support:
- Aspirations for more efficient machinery to produce milk powder

14°47'55.9"N 89°32'27.4"W