

**FACTORS RESTRICTING RURAL CREDIT FOR FAMILY FARMING FROM THE
PERSPECTIVE OF CREDIT ANALYSTS AT THE SICOOB CENTRO
COOPERATIVE**

**FATORES DE RESTRIÇÃO AO CRÉDITO RURAL DESTINADO À
AGRICULTURA FAMILIAR NA PERSPECTIVA DOS ANALISTAS DE CRÉDITO
DA COOPERATIVA SICOOB CENTRO**

**FACTORES QUE RESTRINGEN EL CRÉDITO RURAL PARA LA AGRICULTURA
FAMILIAR DESDE LA PERSPECTIVA DE LOS ANALISTAS DE CRÉDITO DE
LA COOPERATIVA SICOOB CENTRO**



<https://doi.org/10.56238/sevened2026.019-038>

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ABSTRACT

Family farming is one of the most outstanding activities in Brazilian agribusiness. In addition to productive contributions, family producers, among other economic and social contributions, collaborate especially in income distribution and maintenance of men in the countryside. However, family farmers face challenges in developing their activities, such as the restriction on obtaining rural credit. With this, the present study sought to analyze the factors that restrict rural credit for family producers in the credit cooperative Sicoob Centro, in the city of Ji-Paraná in the state of Rondônia. In addition, the study also endeavored to analyze the profile of family producers who take out rural credit, survey the main lines of credit used by rural family producers and investigate with Sicoob Centro credit analysts the actions that can minimize credit restrictions. For that, descriptive research with a quantitative approach was used through the deductive method. As for data collection, bibliofigureical research, documentary research and field research were used, using a questionnaire with open questions, with 13 responses being collected from credit analysts at Sicoob Centro. As a result, it was noticed that the majority (14.52%) of family producers who take credit from the cooperative are aged between 44 and 48 years old; 67.16% of family farmers work in beef cattle; and 91% of the credits taken are in the PRONAF Costing and Pre-Costing modality. In addition, it was also found that, according to the interviewees, the main factors restricting rural credit for family farmers are the high indebtedness of producers, lack of information about the borrower, delay in granting credit and the lack of guarantees.

Keywords: Rural Credit Analysis. Rural Credit Lines. Pronaf.

RESUMO

A agricultura familiar é uma das atividades mais destacáveis no agronegócio brasileiro. Além das contribuições produtivas, os produtores familiares, dentre outras contribuições econômicas e sociais, colaboram especialmente na distribuição de renda e manutenção do

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homem no campo. No entanto, os agricultores familiares encontram desafios para desenvolver suas atividades, a exemplo da restrição na captação de crédito rural. Com isso, o presente estudo buscou analisar os fatores de restrição ao crédito rural destinado aos produtores familiares na cooperativa de crédito Sicoob Centro, na cidade de Ji-Paraná no estado de Rondônia. Além disso, o estudo também diligenciou analisar o perfil dos produtores familiares que contratam o crédito rural, levantar as principais linhas de créditos utilizadas pelos produtores familiares rurais e apurar junto aos analistas de crédito da Sicoob Centro as ações que podem minimizar a restrição ao crédito. Para tanto, utilizou-se a pesquisa descritiva com abordagem quantitativa por meio do método dedutivo. Quanto à coleta de dados utilizou-se a pesquisa bibliográfica, pesquisa documental e a pesquisa de campo, está com utilização de questionário com questões abertas, sendo coletadas 13 respostas dos analistas de crédito da Sicoob Centro. Como resultados, percebeu-se a maioria (14,52%) dos produtores familiares que tomam crédito na cooperativa possuem idade entre 44 a 48 anos; 67,16% dos produtores familiares atuam na bovinocultura de corte; e 91% dos créditos tomados são na modalidade PRONAF Custeio e Pré-Custeio. Ademais, também foi constatado que, de acordo com os entrevistados, os principais fatores de restrição ao crédito rural destinado aos agricultores familiares são o endividamento elevado dos produtores, falta de informações a respeito do tomador do crédito, demora nas concessões do crédito e a falta de garantias.

Palavras-chave: Análise de Crédito Rural. Linhas de Crédito Rural. Pronaf.

RESUMEN

La agricultura familiar es una de las actividades más destacadas del agronegocio brasileño. Más allá de sus contribuciones productivas, los agricultores familiares, entre otras contribuciones económicas y sociales, contribuyen especialmente a la distribución del ingreso y a la permanencia de la población en las zonas rurales. Sin embargo, enfrentan desafíos para desarrollar sus actividades, como las restricciones para acceder al crédito rural. Por lo tanto, este estudio buscó analizar los factores que limitan el acceso al crédito rural para los agricultores familiares en la cooperativa de crédito Sicoob Centro en la ciudad de Ji-Paraná, estado de Rondônia. Además, el estudio también tuvo como objetivo analizar el perfil de los agricultores familiares que contratan crédito rural, identificar las principales líneas de crédito utilizadas por los agricultores familiares rurales y determinar, a partir de la información proporcionada por los analistas de crédito de Sicoob Centro, las acciones que pueden minimizar las restricciones crediticias. Para ello, se empleó una investigación descriptiva con un enfoque cuantitativo mediante el método deductivo. En cuanto a la recolección de datos, se utilizó investigación bibliográfica, documental y de campo, empleando un cuestionario con preguntas abiertas, del cual se obtuvieron 13 respuestas de los analistas de crédito de Sicoob Centro. Los resultados mostraron que la mayoría (14,52%) de los agricultores familiares que solicitan préstamos a la cooperativa tienen entre 44 y 48 años; el 67,16% se dedica a la cría de ganado vacuno; y el 91% de los préstamos se otorgan bajo las modalidades de Costo y Precosto de PRONAF. Además, se constató que, según los entrevistados, los principales factores que limitan el acceso al crédito rural para los agricultores familiares son el alto endeudamiento de los productores, la falta de información sobre el prestatario, las demoras en la aprobación de los préstamos y la falta de garantías.

Palabras clave: Análisis de Crédito Rural. Líneas de Crédito Rural. Pronaf.

1 INTRODUCTION

Brazilian Agribusiness is one of the main sectors of the country's economy, having a large share in Brazil's Gross Domestic Product (GDP). In 2020, agribusiness had a share of 26.6% in the national GDP, according to data from the Confederation of Agriculture and Livestock of Brazil (CNA, 2021). As a consequence of the growth of agribusiness, there is, for example, a significant increase in job creation and income distribution in the rural context. According to data from the General Register of Jobs and Unemployed (CAGED), in the first half of 2021, 152,496 new formal jobs were generated in the sector.

Due to the great growth of Brazilian agribusiness, producers seek to invest in increasing production, as well as investing in better structures and equipment. Rural producers, when they need resources, either to invest or to fund their production, resort mainly to financial institutions, whether they are commercial banks or credit unions.

Currently, credit unions are receiving significant demand for credit, as they have the capacity to offer better conditions to their members, even subject to risks. For this reason, a careful analysis is necessary, which reduces the risks in granting credit. Rural credit collaborates with the development of the country's economy, influencing national development. Rural credit favors producers, making it possible to invest in their properties, invest in inputs or buy new machinery (JONAS *et al.*, 2015).

Thus, rural credit can be understood as economic resources that are offered by financial institutions following the rules of the National Rural Credit System (SNCR), as provided for in Law No. 4,829, of November 5, 1965. The SNCR guarantees the granting of rural credit with rates, grace periods and payments different from other credit lines offered by financial institutions. Rural credit is considered one of the most important mechanisms of the country's agricultural policy (BACHA *et al.*, 2005). For Ziger (2013), rural credit acts as a generator of new opportunities, as it encourages producers to obtain new technologies, provides improvement in structures and modernization of the rural area, strengthening the permanence of farmers in the activity.

In 1995, the Brazilian government, aiming to promote rural development, created the National Program for the Strengthening of Family Agriculture (PRONAF), which aims to serve family farmers in order to strengthen their developed activities. In 2021, the Brazilian government made R\$ 39.34 billion available for family farming in the 2021/2022 Crop Plan (VALENTE, 2021). For the 2022/2023 Crop Plan, R\$ 53.61 million were made available (VILELA, 2022). In the years 2020 and 2021, the credit cooperative Sicoob Centro made

available R\$ 111,998,305 for PRONAF credit, totaling more than 1,272 credit contracts, in its branches operating in the state of Rondônia².

Prior to the creation of the National Program for the Strengthening of Family Agriculture (PRONAF), rural credit was predominantly directed to large rural producers, but after its constitution there was an expansion of access and inclusion of family farmers in rural credit (SILVA, 2006). With the creation of PRONAF, family farmers had access to the services offered by the national financial system, so PRONAF has presented itself as a more effective alternative for Brazilian family production (MATTEI, 2015).

In certain situations, family producers are unable to have their own resources to subsidize their rural activity, and it is necessary to resort to financial institutions. With the implementation of PRONAF, it facilitated access for producers to rural credit, with the benefits of reduced rates and annual payment periodicity. In this way, family workers who work in rural areas obtain resources to maintain or expand their activities.

However, there is a possibility that the required credit may be denied when the producer requests the resource, as it is up to the institutions that grant PRONAF to evaluate the proposals according to their internal rules and resolutions. In addition, PRONAF credit is usually limited, and it is not possible to meet all the needs of small producers. Therefore, it is also common for financial institutions, such as credit unions, to have their own specific lines of credit for this audience. However, the own lines are also subject to prior analysis and restriction.

Thus, in view of the possibility of the required credits being denied by the financial institutions that operationalize the resources, the following problem needs to be clarified: *from the perspective of the credit analysts of the Sicoob Centro cooperative, what are the main factors restricting rural credit that family producers experience?*

Thus, this work aims to analyze from the perspective of credit analysts of the Sicoob Centro cooperative, what are the main factors of restriction to rural credit that family producers experience. With specific objectives, it is expected to analyze the profile of family producers who contract rural credit at Sicoob Centro, survey the main credit lines used by rural family producers at the Sicoob Centro Credit Cooperative and ascertain with Sicoob Centro's credit analysts the actions that can minimize the restriction on PRONAF credit.

It should be noted that this is all pertinent in view of the growth of agribusiness and its relevance to the country. Thus, rural producers tend to seek more investments and resources to maintain and expand their activities and meet market demands. According to the Center for

² The Sicoob Centro credit cooperative operates in the Rondônia municipalities of Ariquemes, Governador Jorge Teixeira, Jarú, Ji-Paraná, Machadinho do Oeste, Mirante da Serra, Ouro Preto do Oeste, Presidente Médici, Urupá and Theobrama.

Advanced Studies in Applied Economics (CEPEA, 2021), in partnership with the Confederation of Agriculture and Livestock of Brazil (CNA), in the first quarter of 2021 there was a 5.35% increase in GDP growth in the sector compared to 2020. This indicator demonstrates the strong growth of agribusiness in the national economy.

With the growth of agribusiness, family producers feel the need to take rural credit to maintain or invest in their activities, but these producers in some situations encounter difficulties when they need these resources, whether due to lack of information, lack of knowledge in the field, lack of knowledge in the use of the resource, among others. However, research on this topic is scarce, however, of great relevance, since it has a great impact on GDP, income distribution and the generation of direct and indirect jobs.

Thus, it is expected that the information from this research will contribute to other researchers as a source of content for future projects, as well as to the professionals who work in rural areas. In addition, the study of the granting of rural credit to family producers will also show the main credit lines used, the profile of these professionals and will provide the development of strategies for better access to resources, thus minimizing credit restriction events.

2 THEORETICAL FOUNDATION

2.1 CONTEXTUALIZATION OF BRAZILIAN AGRIBUSINESS

According to Arieira (2017), agribusiness can be understood as all economic activities that contribute, directly or indirectly, to the processes of production, industrialization and commercialization from agricultural products. Thus, agribusiness comprises from activities that produce or develop goods, products and services for the field to the final agricultural product, with a view to maximizing profit in the context of the agri-food system (VILELA; MACEDO, 2000). Similarly, Gasques *et al.* (2004, p. 8) state that:

Agribusiness is seen as the production chain that involves everything from the manufacture of inputs, through production in agricultural establishments and its own. Transformation, until its consumption. This chain incorporates all support services: research and technical assistance, processing, transportation, marketing, credit, export, port services, dealers, stock exchanges, industrialization and the final consumer. The added value of the agro-industrial complex necessarily passes through five markets: the supply market; that of production itself; processing; distribution; and that of the final consumer.

According to Taliarine and Ramos (2015), due to the increase in the world population, there is also a need to increase food production, as a consequence of this population increase,

it gradually reduces the arable areas in the world. In this way, Brazil is strengthened on the world stage as a major food supplier. In this way, agribusiness has great economic relevance for Brazil, moving millions of reais in resources, producing direct and indirect jobs.

Jank *et al.* (2005) state that national agribusiness has potential worldwide in the production of agricultural commodities, with the capacity to expand supply, union of factors of investments in technology and research, which allow a significant increase in productivity.

The increase in agricultural productivity in recent years is noticeable throughout the country. With the increase in population, there is a need to increase agricultural production, thus expanding the trade in the agricultural sector. Brazilian agribusiness has been growing, due to the competence of farmers, the availability of affordable cultivable soils, the generation and aggregation of new technologies that are more productive and efficient (PINTO, 2006).

According to Lourenço and Lima (2009), on the world stage, Brazil is seen as a world leader in agribusiness. Hamann *et al.* (2010) state that Brazilian agribusiness is stable in the (inter)national context, but the country has a deficit of managerial qualification of some professionals who work in the agricultural sectors, especially in family farming.

Brazil is currently the world's fourth largest exporter of agricultural goods, exporting an average of USD 100.7 billion, behind the European Union, the USA and China. With this, it is noted that agribusiness is extremely important for the economic development of the country. In 2020, agribusiness totaled R\$ 1.98 trillion, representing 27% of the Brazilian GDP, according to data from CNA (2021).

2.1.1 Family Farming

In Brazil, family farming is the main activity responsible for generating products for consumption. Law No. 11,326, of July 24, 2006, in summary, defines that the family producer is one who performs activities in rural areas, does not have an area larger than four fiscal modules and the management of the establishment and the labor of the activity is the family's own.

According to Souza (2019), family farming, despite being extremely necessary for the turnover of the local and national economy, still suffers enormous disadvantages compared to the employer economy. From there, through the family farming producers themselves, the need to form cooperatives and associations that strengthen their business arises, which has as its main objective to provide technical assistance and incentive policies for the movement of agribusiness. Therefore, some advantages may not only be available to large producers, but also to those who are responsible for generating income and developing the local economy.

As for the profile of producers, in the last census of the Brazilian Institute of Geofigurey and Statistics (IBGE) carried out in 2017, of the total rural properties in Brazil (5,073,324 properties), about 76.8% represented family farming (3,897,408 properties), comprised in an area of 23% of the total land dedicated to the exploitation of agricultural activities in the country. In the same year, about 66.3% of the workers in agricultural activities referred to family farmers. In addition, approximately 81% of family farming producers were rural landowners. In a survey carried out by Oliveira (2016), the profile of family farmers 79% represented the male sex and 21% the female sex, and the age groups distributed 59% over 40 years old, 26% between 31 and 40 years old and 15% between 21 and 30 years old.

As for access to capital, family farmers have public subsidies to promote agricultural production. To have access to public policies to encourage production and income generation, family farmers need to issue the Declaration of Aptitude for the National Program for the Strengthening of Family Agriculture (DAP), which is a mechanism used to identify and qualify Family Units of Agrarian Production (UFPA). The DAP presents personal data of the landowners, productive data of the property, territorial data and family income. For family farmers to have access to PRONAF rural credit, for example, it is essential to present the DAP, as it presents relevant information that will give confidence to financing transactions (BRASIL, 2022).

2.2 GRANTING OF CREDIT

For Meirelles (2008), credit aims to provide resources for the development of business or investments by productive organizations. In addition, Lemes *et al.* (2002) define credit as an instrument to improve and contribute to the realization of investments in the branches of organizations. According to Castro Neto and Sérgio (2009, p. 21) "credit plays an important economic and social role, as it enables the circulation of wealth and meets the needs of economic agents".

Therefore, credit can be defined as the assignment of capital to third parties, the resource assigned through remuneration (interest) required from the debtor for its use, which can be made available to individuals and legal entities (CAMARGOS *et al.*, 2010).

Thus, the granting of credit consists of the provision of a present value, through a commitment to pay, similarly to the value, in the future. The debtor is obliged to make payments on the dates agreed upon at the time of negotiation. Credit risk is the risk of loss that occurs when the borrower is unable to pay in a credit granting operation. Therefore, institutions must

carry out credit assessments to mitigate losses in operations, which may or may not be detailed (FRANCISCO, 2007).

2.3 RURAL CREDIT AND CREDIT ANALYSIS

Rural credit is a financial resource offered by financial institutions aimed at the rural segment. Rural farmers benefit from the resources provided by financial organizations in this line of credit in numerous ways in their property and rural businesses. These credits have four main purposes: costing, investments, commercialization and industrialization, as described in table 1:

Table 1

Types and purposes of rural credit

| TYPES OF CREDIT | PURPOSES OF RURAL CREDIT |
|--------------------------|---|
| Funding credit | It is intended to cover normal expenses of production cycles, from the purchase of inputs to the harvest phase. |
| Investment credit | It is intended for applications in goods or services whose benefit extends over several production periods. For example, in the acquisition of a tractor. |
| Marketing credit | It is intended to provide rural producers or cooperatives with the necessary resources to sell their products in the market. |
| Industrialization credit | It is intended for the industrialization of agricultural products, when carried out by cooperatives or by the producer on his rural property. |

Source: Bacen (2022), adapted by the author 2022

In this context of rural credit purposes, Lopes *et al.* (2016) highlight that rural credit has especially financed the cost of production in recent decades, helping producers with grain production and/or livestock costs, soil preparation, seed planting, area cleaning and harvesting, among others. According to Alves (2018) Pronaf costing, it is clear the importance for food production and consequently increasing the income of family farmers who took this type of rural credit, highlighting that there were improvements in production after the implementation of the credit.

Also according to Lopes *et al.* (2016), these credit lines also helped in the promotion of products by enabling the financing of fees and costs related to the Rural Product Note (CPR). For Stoffel *et al.* (2015) credit as a public policy creates opportunities for farmers to fund their activity, increase and improve production, consequently increasing the producer's income.

Verlich and Costa (2013) show that the credit analysis process especially includes: creation of a rural project or a credit plan; later the registration of the borrower is carried out or

updating if it exists in the financial institution; after registration the proposal is registered generating a risk classification, taking into account the current restrictions, as well as the time in the field of activity; After the rural credit proposal is generated, it is immediately submitted to the competent authority. Also for Santos *et al.* (2020) The process to obtain rural credit is divided into 3rd stages, as shown in Table 2:

Table 2

Stages to obtain rural credit

| STEPS TO OBTAIN RURAL CREDIT | DESCRIPTION |
|---|---|
| Step 01 - Documentation | At this stage, the credit contracting process begins and the requested documents are presented. According to the authors, the main documents requested are: personal documents (RG, CPF, Marriage Certificate, Proof of Income, Producer's Card and Proof of Residence.), property documents (Rural Property Registration, DAP, Lease Agreement, Rural Territorial Tax (ITR), Rural Property Certificate (CCIR), documents of real estate and movable property.), and Technical documents that prove the activity that the producer carries out (Agricultural or livestock production and sanitary record.) |
| Stage 02 - Preparation of the rural project | The authors address in this step the step-by-step of how to proceed with the elaboration of the rural project. |
| Step 03 - Formalization of the proposal | At this stage, the signature of the banknote, approval of the credit, receipt of the resource and application in the activity occurs. |

Source: Santos et al., (2020), adapted by the author (2022)

Credit lines are financial limits made available to individuals and companies through loans or financing, and are commonly granted for a specific purpose (UNIFOR, 2020). Each financial institution can join the credit lines to be worked on by financial institutions.

According to Santos (2019), specifically in the context of rural credit, financial agents can impose conditions for granting credit, such as: having the DAP form; not have restrictive annotations; and maintaining a good relationship with the financial institution can be a factor that influences obtaining higher credit limits. In this sense, Ferreira (2010) expresses that income, bank credit lines, commercial operations, terms of operations and investments should be highlighted for the decision to grant rural credit.

Wojciechowski *et al.* (2014) highlight that the granting of credit tends to be more accessible to producers who present their ecologically correct techniques, thus demonstrating commitment to sustainable development. According to the authors, the process of granting credit should be done in a sustainable way (better rates, grace period and longer terms) to producers who are committed to the socio-environmental issue.

According to table 3, it presents the commercial lines that family farmers can access in the Sicoob Centro cooperative.

Table 3

Sicoob center commercial credit lines

| COMMERCIAL CREDIT LINES | DESCRIPTION |
|-------------------------------------|---|
| Small Producers Credit | The "Small Producers Credit" is a credit intended for individuals who carry out rural activities and who have a valid Declaration of Aptitude for Pronaf (DAP) certificate. This credit is granted under the condition of growth of the activity with an interest in the development of the agribusiness chain. |
| Agro Credit | Credit intended for the group of individuals who work in rural activity or professionals who provide services to agribusiness. The credit is granted under conditions for the growth of the activity with an interest in the development of the agribusiness chain. |
| Rural Promissory Note (NPR) Advance | Credit line intended for anticipation of credit sales to rural producers who have their own production, through the promissory notes that the producer issues when they make credit sales |
| Women in the Countryside | Line intended for female rural producers, to purchase items to improve the activity they perform. It has the purpose of purchasing inputs or production items, such as: machinery, tools and irrigation. |
| Revolving Credit | Line of credit whose limit is pre-approved for the borrower who can apply as needed. |

Source: Sicoob Centro (2022), adapted by the author (2022)

In addition to commercial lines, producers also have Pronaf as an option for financing rural activity in several financial institutions (such as Sicoob Centro) in Brazil.

2.3.1 Pronaf

The National Program for the Strengthening of Family Agriculture (PRONAF) is a public policy adopted in Brazil. Several financial institutions in the country operate PRONAF, including Sicoob Centro.

According to Crisa *et al.* (2014, p. 324):

Created in 1995, the National Program for the Strengthening of Family Farming (Pronaf) marks the Brazilian State's recognition of family farming. From regional programs that little recognized the economic importance of the social category – historically treated as subsistence producers, small farmers or low-income producers – family farmers now have a national policy aimed exclusively at them.

PRONAF has numerous classifications regarding credit. According to the Rural Credit Cooperative with Social Interaction (CRESOL, 2021), there are several subdivisions of Pronaf that can meet the needs of each producer, as shown in table 4:

Table 4

PRONAF modalities

| PRONAF modalities | Description |
|---|--|
| Pronaf Costing | Divided into agricultural and livestock. In the agricultural sector, the financing is intended for the productive period of the crops, in the livestock sector, the cost is used for the exploitation of livestock. |
| Pronaf Investment | Intended to finance rural agricultural and non-agricultural activities, aiming at increasing income generation and better use of family labor. |
| Pronaf More Food | Specifically aimed at permanent improvements, such as construction, renovation and expansion of machinery. |
| Pronaf Woman | Specific financing for production companies, specifically aimed at permanent improvements, such as construction, renovation and expansion of machinery. |
| Pronaf Bioeconomy | Financing for environmental adaptation projects, implementation of nurseries, construction or expansion projects, renewable energy technologies. |
| Pronaf Agroindustry | Aimed at family farmers and cooperatives, for application in processing, agricultural marketing, artisanal and forest products. |
| Pronaf Agroecology | Intended for funding related to the implementation and maintenance of agricultural production systems. |
| Pronaf Youth | Its purpose is to invest in production activities, the beneficiaries are young people between 16 and 29 years old. |
| Pronaf Microcredit | Destined for rural producers, who had a gross income of up to 23 thousand. |
| Pronaf Shares | Financing for the payment of shares for producers associated with credit cooperatives. |
| Pronaf Forest | Credit That has for the purpose of ecologically sustainable extractive exploitation. |
| Pronaf Semi-arid | Used in semi-arid regions, to finance water infrastructure projects. |
| Pronaf Industrialization of Family Agroindustry | Its objective is to finance storage, acquisition of packaging and acquisition of inputs. Financial institutions have different lines of credit, which small producers can use depending on their activity in rural areas, whether to use in costing, investment, commercialization or industrialization. |

Source: Cresol (2021), adapted by the author (2022)

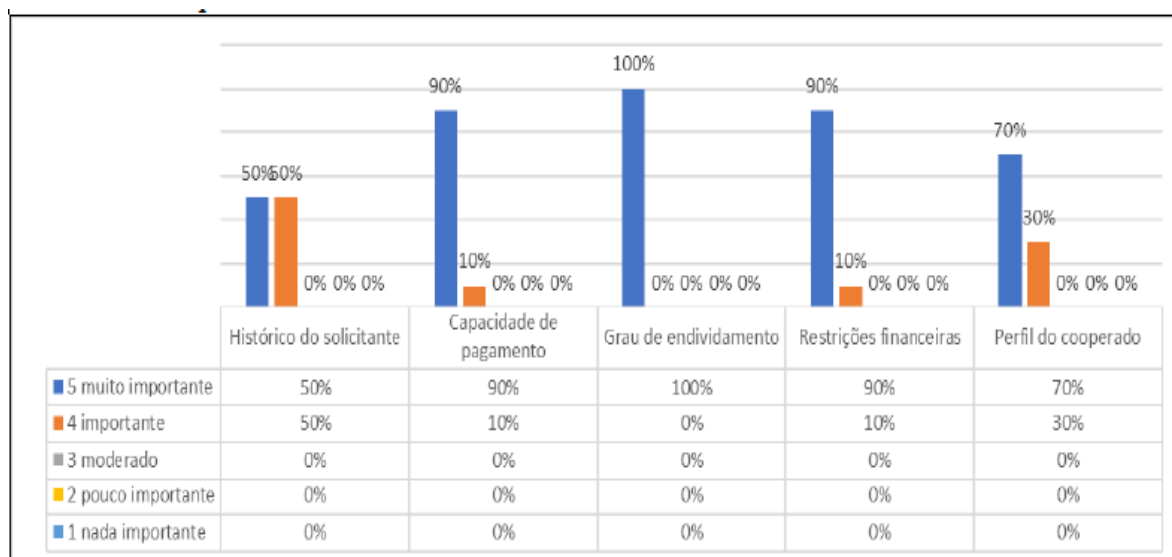
Through the Pronaf modalities, family farmers can choose the credit modality based on the need for application, which can be in costing, investment or marketing.

2.3.2 Credit Restriction

Rural producers, when seeking access to rural credit, go through an analysis process, thus being able to have their credit approved or denied by the financial institution. According to Assunção and Alves (2007), one of the main bottlenecks in credit analysis is the lack of registration information on the part of the credit applicant. There is a major obstacle related to credit rationing, which relies on the scarcity of data to measure the real condition of those who use it (ASUNÇÃO; ALVES, 2007). For Schroeder (2021), the factors that influence the granting of credit, based on the criterion of priority in the granting of credit, are especially those evidenced in figure 1:

Figure 1

Importance of registration queries



Source: Schroeder (2021)

According to data collected by Schroeder (2021), it can be seen that the degree of indebtedness is the main factor that influences the granting of credit, followed by financial restrictions and payment capacity.

Other common problems for small rural farmers are the lack of knowledge about rural credit and the absence of collateral, with the lack of information to financial institutions that do not feel safe and make it difficult to access credit. For Mundo Neto and Souza Filho (2015), the costs of operations of special rural credit programs tend to increase when financial institutions are not interested in operating with family farmers, making it difficult for farmers to access them by requiring real guarantees for loan or financing approval.

The main problems related to credit operations can be described as shown in table 5:

Table 5

Problems related to credit operations by family farmers

| Problems Related to Credit Operations |
|---|
| Lack of information about credit. |
| Difficulty in evaluating the assets, considering the risks and payment conditions. |
| Meet the requirements linked to each credit. |
| Lack of relationship with financial agents. |
| Risk aversion. |
| Opposition between financial agents and borrowers. |
| High costs for formalizing the contract, due to the time spent and travel to the financial institution. |

Source: Mundo Neto (2004), adapted by the author (2022)

According to data from the research by Lima *et al.* (2019), the main factors restricting PRONAF credit are: lack of technical assistance, excess of documents to be forwarded, registration restriction, lack of information from family farmers about the credit and default by the family farmer.

Also according to research carried out by Mundo Neto (2004), there are some factors in the lack of understanding between institutions and borrowers, as shown in table 6:

Table 6

Problems related to credit operations by family farmers

| Reason for Lack of Understanding Between Institutions and Borrowers |
|---|
| Lack of knowledge about credit lines, especially those aimed at Family farming |
| High banking requirements |
| Scarcity of information on the part of the government, for not informing the possibilities of Funding |
| The bank's lack of interest in working with family farmers |
| Farmers' fear of taking credit and losing their assets to banks |

Source: Mundo Neto (2004), adapted by the author (2022)

The concession is extremely important for the small farmer, but the factors that can lead to a credit restriction must be observed when seeking a resource from a financial institution.

2.4 COOPERATIVISM

For the Organization of Cooperatives of Brazil (OCB, 2022), cooperativism is a doctrine of life that aims to change the world, making it a fairer, more balanced and happier place with better opportunities for all. The principles of cooperativism are divided into seven pillars, namely: Voluntary and free membership; Democratic management; Economic participation of members; Autonomy and independence; Education, training and information; Education, training and information and Interest in the community.

For Costa (2006), cooperativism is a social movement that occurred at the time of capitalism, when terrible working conditions were at their peak, caused the conflicts between capital and the working class to give rise to a new model of organization, thus giving rise to cooperatives.

Cooperativism emerged in the middle of 1844, in the city of Rochdale-Manchester, England, when 28 workers came together to create their own warehouse. Four years after its creation, the cooperative had more than 140 members. The cooperative adopted moral principles that guide it to this day, including solidarity, honesty, equity, and transparency (OCB, 2022).

2.4.1 Credit Unions

Gradually, individuals and companies are looking for services provided by credit unions, especially because of the rates offered and lower service costs than banking services. Cooperatives are financial institutions regulated by the National Monetary Council (CMN) and supervised by BACEN (BRESSAN et al., 2010).

According to Law No. 5,764, of December 16, 1971 (CONGRESSO NACIONAL, 2022), cooperatives are partnerships of people, with their own corporate aspects, of a civil nature, developed to provide services to members and are not subject to bankruptcy. Specifically as financial institutions, credit unions have the following main characteristics: Voluntary adhesion; Share capital represented by shares; Singularity of vote; Return of leftovers at the end of the net year; Provision of assistance to cooperative members.

For Pesente (2019), cooperatives are non-profit institutions that can result from the association of professionals in the same field, joining companies, employees of the same company, and must have at least 20 cooperative members. Regarding operations, credit unions especially capture demand and term deposits (only for members), loans and financing. In this way, the credit union can only provide services to member members.

As for the classification of credit unions, according to the National Cooperative Policy described by the National Congress (2022), they can be classified as:

Singular: formed by individuals, excessively relating to organizations that have the same objective or establish economic or non-profit relations;

Central Cooperatives or Federations of Cooperatives: They must be constituted by at least 3 individuals, and may admit individual members;

Confederations of Cooperatives: made up of at least three federations of cooperatives or central cooperatives.

Cooperativism provides a viable alternative for those who seek to reduce costs, be able to compete with other companies or seek better alternatives for access to credit.

2.4.2 Sicoob Credit Cooperative

The Credit Cooperative System of Brazil (Sicoob) is made up of credit cooperatives, as well as qualified technical assistance companies. Through the cooperative's organizational model, divided into singular, central and Sicoob Confederation cooperatives, cooperatives have access to technological infrastructures, auditing, communication and marketing services, ombudsman and relationship with the cooperative. Through this model, Sicoob cooperatives share policies, standards, conducts, technologies, products, services and brands, thus standardizing the process and gaining efficiency throughout the Sicoob system (SICOOB NACIONAL, 2022). The Systemic structure that integrates Sicoob, according to Sicoob Nacional (2022) is: Cooperative Bank of Brazil (Bancoob) and Regularizing Companies: electronic means of payment companies, consortium entities, insurance and pension companies, entities that provide products and services.

According to the Sicoob Nacional system (2022), the Sicoob credit cooperative operates in 350 Brazilian municipalities, with 351 singular cooperatives and more than 6.5 million active cooperative members.

In addition, financial cooperatives have the protection of the Credit Cooperativism Guarantee Fund (FGCoop). The objective of this fund is to ensure the protection of depositors and investors of credit unions, thus equalizing the conditions of competitiveness with commercial banks (SICOOB COOPERCREDI, 2019).

3 METHODOLOGY

Methodology is the process by which the researcher demonstrates the processes that will be used in his research. Therefore, in this section the methodological characteristics of the study will be presented.

The present research is characterized by the descriptive type, as it aims mainly to analyze the main factors of credit restriction experienced by family producers in the cities where the credit cooperative Sicoob Centro operates. According to Prodanov and Freitas (2013), descriptive research aims to characterize a certain population or phenomenon, or to establish relationships between variables.

The work adopted the deductive method for the analysis of the research, so logical reasoning was used for the interpretation and verification of the data. According to Descartes

(2003), the deductive method presented a modern way of carrying out scientific research, denying oneself from the supernatural and dedicating oneself to the maximum through reason when seeking knowledge that is titled as true.

As for the approach, qualitative research was used, as it was necessary to understand the reason for certain behaviors. For Bauer and Gaskell (2002), qualitative research is the diversity of representations of people in their experiential world. For Deslauriers (1991), the researcher is the element and object of his own research.

Regarding the data collection techniques used, in this study we used bibliofigureic, documentary and field research. Gil (2002) comments that the bibliofigureic research constitutes materials already prepared on the subject by other scientists, such as published books, articles and magazines.

As for documentary research, for Cellard (2008), this technique is used by original manuscripts. Helder (2006) says that it is an indisputable technique for research in the social sciences. According to Sá-Silva *et al.* (2009) documentary research uses materials that have not received analytical treatment, while bibliofigureic research refers to works by different authors who have already studied the subject.

For Vieira and Lugli (2015), field research aims to understand and clarify the researched problem, based on a theoretical basis. Research acts through the observation of events and phenomena exactly as it happens in reality, proceeding from the analysis and interpretation of these data.

The bibliofigureic research was elaborated through scientific articles, books, magazines and websites of financial institutions, considering the reliability of the sources and data. The documentary research was carried out with the credit union, as it followed the use of manuals and internal regimes regarding credit lines, as well as spreadsheets with the registration information of rural producers made available by the credit cooperative Sicoob Centro.

For the field research, a questionnaire (APPENDIX A) was used, containing 14 questions, which were open questions, which were filled out without the presence of the researcher. The questionnaire was applied from September to November 2022, with credit analysts, managers, and employees who worked for at least one year in the aforementioned functions of the institution. According to Parasuraman (1991), the questionnaire is composed of questions, aiming to collect data necessary to solve the problem.

The research subjects were 13 employees of the Sicoob Centro institution who work in the credit and credit analysis committee, and the employees who worked for at least one year in these functions of the institution. In this way, because the investigation is carried out with all

the members of the credit committee, the survey will be of population, or also known as census. In census research, it is essential to verify all the data of 100% of the participants (KHAN ACADEMY, 2022).

According to Flick (2009), ethics is the set of principles and convictions that guide the behavior of the individual in a given time or society. All participants signed the Informed Consent Form (ANNEX A), and they were not identified, and could be coded from A1 (Credit Analyst 1) to A13 (Credit Analyst 13).

The research also includes the Disclaimer (ANNEX B) in which the researcher completely exempts the Federal University of Rondônia Foundation (UNIR) - Professor Francisco Gonçalves Quiles Campus in Cacoal, the advisor and the professors indicated for composing the act of face-to-face defense, of full responsibility for all content or idea expressed, being able to respond civilly, or criminally in case of proven plagiarism.

The present research was carried out at the Sicoob Centro Credit Cooperative, with administrative headquarters in the city of Ji-Paraná, state of Rondônia. Currently, the cooperative operates in 10 municipalities in the state of Rondônia, with 17 physical branches and one digital branch. Thus, the research was carried out in the municipalities of Ji-Paraná and Jaru, cities in Rondônia where the members of the credit and credit analysis committee work.

According to the IBGE (2020), the city of Ji Paraná has a population of 130,009 people, with a territorial area of 6,897 km² and a demofigureic density of 18.7 inhabitants/km². Also according to the IBGE (2021), the city of Jaru has a population of 51,469 people with a territorial area of 2,944,128 km² and 17.66 inhabitants/km². The employees of the concession and credit analysis of Sicoob Centro are the targets of this research.

4 RESULTS AND DATA ANALYSIS

In this topic, the results obtained during the research carried out through a form with the credit analysts of Sicoob Centro will be presented, with the purpose of achieving the objectives of this work, in particular to analyze the main factors of credit restriction experienced by family producers in the cities where the Sicoob Centro credit cooperative operates.

4.1 PROFILE OF SICOOB CENTRO'S BORROWERS

Analyzing the survey data, it was found that 100% of the participants stated that family producers are part of the institution's credit policy, being one of the main audiences served, as it is the majority in rural credit concessions carried out by the Sicoob Centro cooperative. Based

on this statement, initially the survey collected data on the profiles of rural producers, through the active credit portfolio of the Sicoob Centro cooperative. Therefore, the main results are the data presented in table 7, as follows:

Table 7

Profile of family producers

| ITEM INVESTIGATED | MAIN RESULTS | ANALYSIS/COMPARISON |
|--------------------------------|---|---|
| Age producers | 14,52% have Age between 44 and 48 years old, 13.88% from 39 to 43 years old and 12.96% from 34 to 38 years old. | According to data from the IBGE survey, in 2017 it was found that the predominant age group of producers is over 55 years old. |
| Main areas of activity | 67.16% work in beef cattle, 22.71% in dairy cattle and 1.67% in beef cattle farming. coffee, 3.46% other modalities. | According to Pfeifer et al. (2021), agriculture and livestock are central axes of the Rondônia economy, with coffee, corn, rice and soybeans being highlights in agriculture and livestock the production of beef and dairy cattle. |
| Average monthly income | R\$ 17.443,22 | According to the survey by the Supply Company (CONAB) in 2019, family farming suppliers in the northern region had an average income of R\$ 6.833,11. |
| Main lines active credit cards | 91% represents PRONAF Costing and Pre-Costing, while 9% of the active portfolio represents Pronaf Investment, Capital of Giro and Agroindustry. | In an investigation carried out by Dornelles (2019), regarding the purpose of the credit, it was identified that 50% of the credits are granted for investment, 45% for funding and 5% for commercialization. |

Source: data from the survey itself, 2022.

Reaffirming what was exposed by Alves (2018), Pronaf costing is of significant importance for food production and consequently increased the income of family farmers who took this type of rural credit, and it is highlighted that there were improvements in production volumes after the implementation of the credit.

The data made available by the financial institution also point out that currently (2022) they have about 1736 active contracts, of which 86.69% are taken by male producers, while 13.31% are female. Regarding the gender of the borrowers, it is clear that the data found in this research are similar to the data obtained in the research by Oliveira (2016).

4.2 MAIN CREDIT LINES OFFERED AND DEMANDED AT THE SICOOB CENTRO CREDIT COOPERATIVE

Table 8 shows the main lines of credit offered by the Sicoob Centro cooperative to family farmers, as reported by the research participants.

Table 8

Main credit lines offered

| CREDIT LINES | NUMBER OF TIMES MENTIONED BY RESPONDENTS |
|--|--|
| PRONAF COSTING | 10 |
| AGRO CREDIT | 9 |
| PRONAF INVESTMENT | 9 |
| NPR ANTICIPATION | 3 |
| BNDES BUSINESS CARD | 3 |
| FREE OWN RESOURCE (RPL) | 3 |
| WORKING CAPITAL | 2 |
| REVOLVING CREDIT | 2 |
| WOMEN IN THE COUNTRYSIDE | 2 |
| PRONAF | 2 |
| CPR-F – RURAL PRODUCT NOTE FINANCIAL | 1 |
| SMALL PRODUCERS CREDIT | 1 |
| SOLAR FINANCING | 1 |
| VEHICLE FINANCING | 1 |
| SMALL PRODUCER LINES | 1 |
| PCA - CONSTRUCTION PROGRAM AND EXPANSION OF WAREHOUSES | 1 |

Source: data from the survey itself, 2022.

As obtained through the registration information made available by SICOOB Centro (table 1), according to the interviewees, PRONAF Costing is the main line of credit made available to family farmers. This information, therefore, is in line with the statement of Lopes *et al.* (2016), which explains that in recent decades rural credit has uniquely financed costing credit, helping producers with production costs, cleaning of the area and harvesting, among others.

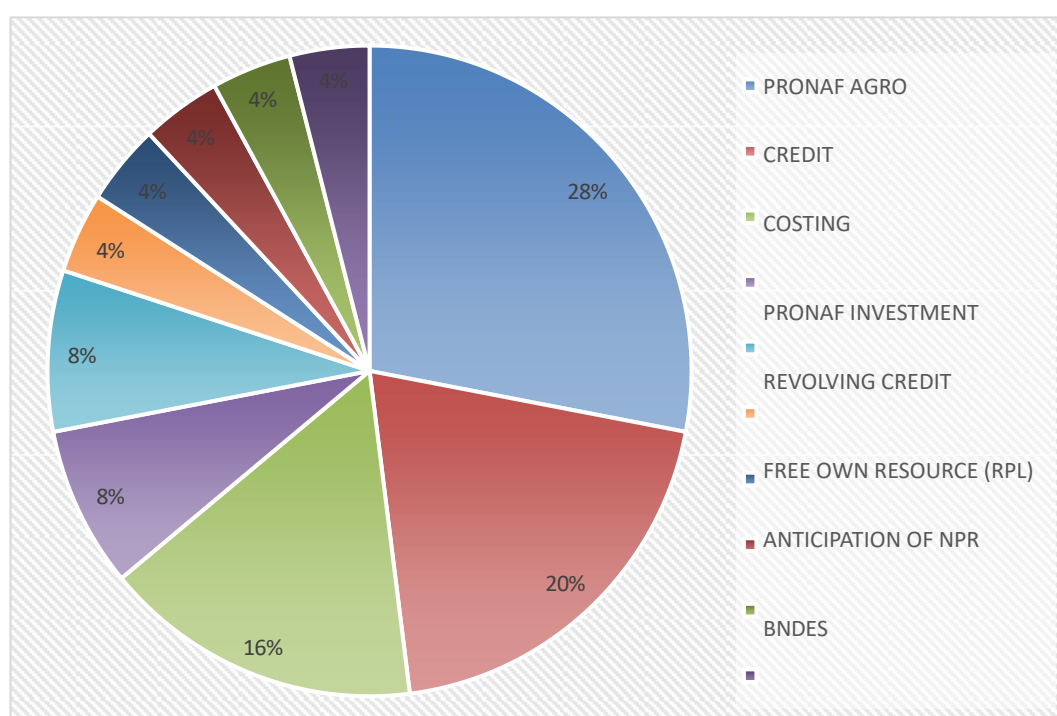
It is noted that other lines of credit mentioned by the interviewees are not rural credit lines offered with state subsidies, such as Crédito Agro, a commercial line of the Sicoob Centro cooperative itself. Pronaf allowed farmers to have access to rural credit, thus presented as a more effective alternative for Brazilian family production, but not all farmers can access this credit, due to the amount made available by the government in the crop plan being insufficient to serve all producers. When the family producer is unable to access credit, he resorts to the commercial lines of financial institutions, which in turn present rates, payment terms and other attractive factors for the producer to take this credit, but not always as attractive as those

available through PRONAF. Another situation mentioned by the interviewees is when the family farmer needs the resource immediately. In this case, it is common to use the NPR Anticipation and Revolving Credit credit lines, viable alternatives for the producer who needs the resource more urgently.

In addition to determining the main rural credit lines operated by the cooperative, it was also investigated which are the credit lines most demanded by producers, in the perception of the interviewees. Therefore, it was questioned which would be the credit lines most requested by family producers, and in figure 2 the results obtained are shown:

Figure 3

Main credit lines made more expensive by family producers



Source: survey data, 2022.

It can be seen that the three most demanded credit lines, in the perception of the interviewees, are the same ones most offered by the credit union. When asked why these credit lines are the most requested, A1 points out that "because it is an incentivized credit line and is a resource for passing on, interest rates and the term are more attractive". The A6 also adds that "those with government funding due to low rates, but when the concession limit is exceeded to the agro credit line". It is observed that the Agro Credit is used as a second alternative when the producer cannot access the lines encouraged by the government. A12 also reinforces that "the main demand of rural producers is funding and revolving credit to maintain emergency

expenses". Both agro credit, NPR anticipation, revolving credit, are more accessible lines to small producers, even with divergent rates from rural credit lines.

Also asked if the credit lines, volumes and conditions available meet the needs of family producers, the interviewees answered as shown in table 9:

Table 9

Conditions provided by financial institutions

| INTERVIEWEES | ANSWERS |
|--------------|--|
| A1 | I believe that if a greater amount of resources were made available, producers would be better served. |
| A2 | Yes. |
| A3 | Yes, since most of our focus is directed to rural producers. |
| A4 | Yes. |
| A5 | Attendant perfectly and we managed to do financial justice. |
| A6 | Yes. |
| A7 | Yes, they are lines designed properly in the financial lives of producers, considering the instabilities of the market. |
| A8 | Yes. |
| A9 | Yes. |
| A10 | Yes. |
| A11 | More or less, because the policy until the release of the resource is very bureaucratic, where some producers are somewhat prevented from securing a resource |
| A12 | No response. |
| A13 | Yes. The main impediment is the documentary issue because our state is very lacking in environmental and land regularization, there is also a lack of competence, inspection of the public and federal agencies responsible for issuing Mandatory rural credit documents. |

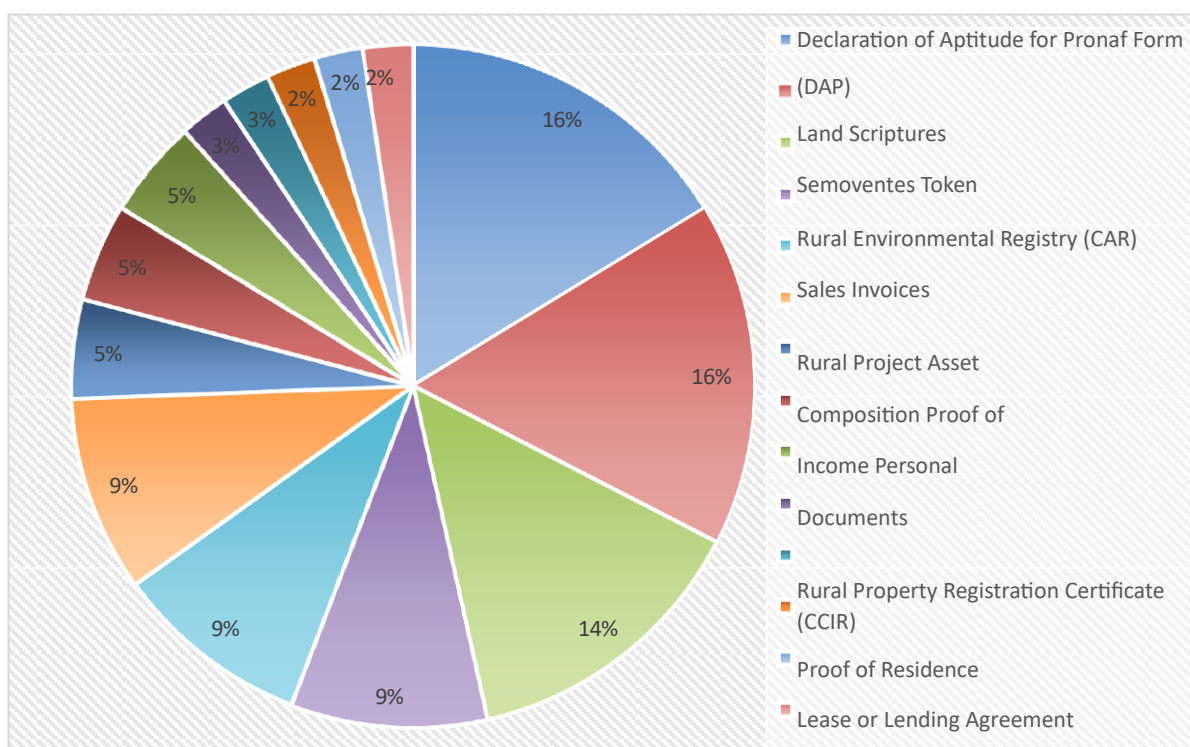
Source: survey data, 2022.

The results obtained reaffirm what Mundo Neto (2004) expressed about the high banking requirements.

According to Crisa *et al.* (2014) small farmers were treated as subsistence or low-income producers, but after the creation of Pronaf, family farmers began to have an exclusive credit policy, which has contributed to the promotion of rural activity. Pronaf guarantees improvements in the quality of life and generates opportunities for family farmers.

4.3 CREDIT ASSESSMENT PROCESS

Subsequently, he was investigated about the documents required by the credit union during the credit assessment process. The result on the question about which documents or data is required by the institution for credit evaluation/analysis are presented in table 02, below:

Figure 4*Documents/data required in the credit analysis*

Source: survey data, 2022.

The data in figure 02 shows a high demand in relation to the documents to be presented when the family farmer seeks access to credit. Mundo (2004) comments that high banking requirements make it difficult to access rural credit. It can be seen that the DAP form is the main document required, in accordance with Brasil (2022), which mentions that family farmers need to issue the DAP to have access to public rural credit policies. The importance of DAP in the process of access to rural credit is in line with the statement made by Santos (2019). The results shown in Table 3 are also in line with those described by Santos *et al.* (2020) when they address the documentation required to access rural credit.

Another question raised was whether family farmers were able to meet the demands of the cooperative, among the main answers according to the interviewees are: interviewee A1 stated that "producers can deliver documentation easily.". On the other hand, interviewee A11 states that "in certain situations producers do not have all the documentation of the property, and do not have a real guarantee to offer in the proposal". Also according to interviewee A13 "many producers do not have these documents due to the lack of land and environmental regularization in our state".

In general, according to the interviewees there is no distinction in the credit analysis, regardless of the size of the producer, they all went through the same analysis, what will change

is the documentation required for each size according to the rural credit manual, the rates in each type of credit and especially the payment conditions of the borrower, because the credit will only be granted if the producer is able to honor the commitment to settle the rural credit operation.

When asking the interviewees about the credit analysis process of a family farmer in the institution, it is possible to divide the process into 6 (six) stages, as shown in table 10:

Table 10

Stages of credit analysis according to interviewees

| STEPS OF CREDIT ANALYSIS | DESCRIPTION |
|--------------------------|---|
| STEP 01 | Producer Search Assists Techniques or cooperatives and presents its demand. |
| STEP 02 | It is necessary to create a feasibility project and present it to the cooperative. |
| STEP 03 | The branch manager registers the proposal, technical data, uses the credit manual to define rates, operating conditions, payment frequency, among other relevant factors. |
| STEP 04 | Subsequently, the data is passed on to the credit analysis sector, which will gather all the data (financial, personal, income, assets, among others) in a single document, identifying if there is any divergence according to the rules of the credit manual. |
| STEP 05 | After the conclusion of the credit analysis, the proposal arrives at the credit committee sector, which will analyze all the data delivered by the analysis and decide whether to grant credit to the borrower. |
| STEP 06 | When deciding to proceed with the proposal, it is forwarded to the release sector responsible for formalizing the credit (signing the contract). |

Source: survey data, 2022.

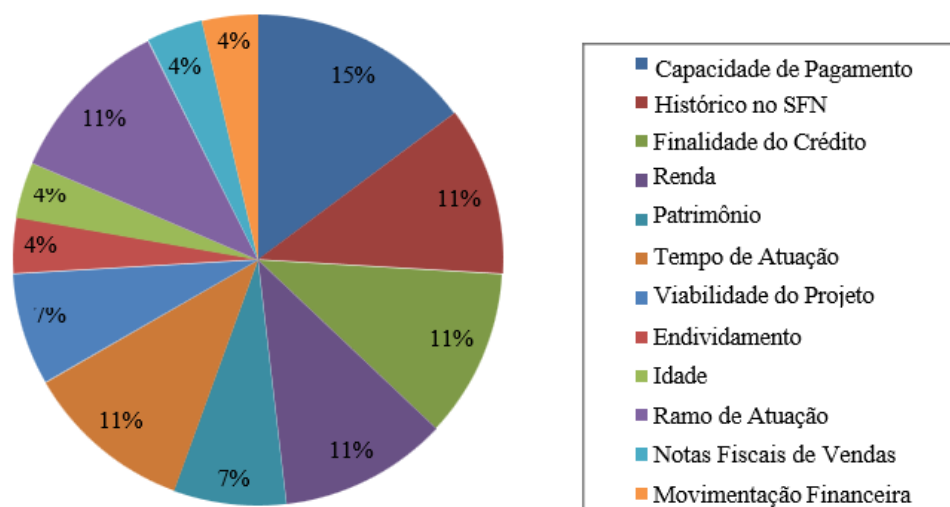
The process of analysis of rural credit carried out at the credit cooperative Sicoob Centro is similar to the process of credit analysis exposed by Verlich and Costa (2013). However, it should be noted that the steps of the credit analysis process adopted by Sicoob Centro differ from what was proposed by Santos *et al.* (2020), where they present more objective stages.

When asked if they believed that there could be another valid process(es) for credit analysis of family producers, interviewee A1 replied that "I believe that there may be other means, but I do not know the process". A3, on the other hand, replied that "yes, photofigureic reports, and field visits". Respondents A6, A8, A9 and A11 stated that there are no other valid processes for the analysis. Other interviewees did not respond.

When asked what are the most relevant points for the evaluation of the credit of a family farmer, figure 5 presents the answers of the interviewees.

Figure 5

Main points analyzed in the rural credit assessment



Source: survey data, 2022.

According to the data obtained, the main points to be analyzed when a family farmer seeks credit at the Sicoob Centro credit cooperative are: Payment capacity, History in the National Financial System, Purpose of Credit and the producer's income. It is also possible to highlight the verbalization extract of interviewee A13 who states "many cases of losses in rural credit are due to the misuse of credit and deviation of purpose". The data obtained are in line with the results obtained by Schroeder (2021). The author identifies that the degree of indebtedness is the main factor that influences the granting or not of credit, followed by financial restrictions and payment capacity.

Next, the main factors restricting rural credit by the credit union during the credit evaluation process were investigated. The result of the questioning was shown in table 11, below:

Table 11

Main factors restricting rural credit

| INTERVIEWEES | ANSWERS |
|--------------|--|
| A1 | Sometimes the delay in granting credit makes producers give up. |
| A2 | No response. |
| A3 | Lack of information about the performance of the cooperative, and also their high indebtedness, in view of the low @ of cattle. |
| A4 | No response. |
| A5 | Lack of formality. |
| A6 | Lack of knowledge about the credit conditions offered by Sicoob. |
| A7 | Without financial capacity, relevant restrictions in the financial system and without technical capacity (does not have assets with the capacity to supply the operation). |
| A8 | High indebtedness. And with restrictions in force. |
| A9 | High indebtedness. |

| | |
|-----|--|
| A10 | To be a borrower, to already have other loans. |
| A11 | The requirement of some documentation. |
| A12 | No response. |
| A13 | No response. |

Source: survey data, 2022.

According to the data obtained in table 08, it can be highlighted that high indebtedness, lack of information about the borrower, delay in granting credit, the requirement of some documentation and not having assets to supply the operations, are pointed out as the main factors restricting rural credit with the credit cooperative Sicoob centro. Based on the answers of the interviewees, it is noted that the results are similar to data from the research by Lima *et al.* (2019), regarding the main factors restricting PRONAF credit. According to Lima *et al.* (2019) lack of technical assistance, excess of documents to be forwarded, registration restriction, lack of information from family farmers about credit and default by family farmers may also be factors that restrict credit. It can be concluded that in addition to the factors exposed by the interviewees, there are other factors that can lead to restriction of rural credit.

It is also worth highlighting the considerations made by Mundo Neto (2004). According to the author, the lack of understanding between institutions and borrowers can be explained through the following factors: lack of knowledge about credit lines, especially those aimed at family farming; high banking requirements; scarcity of information on the part of the government, for not informing the possibilities of financing; the bank's lack of interest in working with family farmers; farmers' fear of taking credit and losing their assets to the banks.

4.4 QUALITIES OF THE INFORMATION PROVIDED FOR TAKING CREDIT

When asked if cooperatives, unions, government or other entities could take other actions by family producers to favor access to credit and reduce financial costs, the following result was obtained as shown in table 12:

Table 2

Actions to promote access to credit

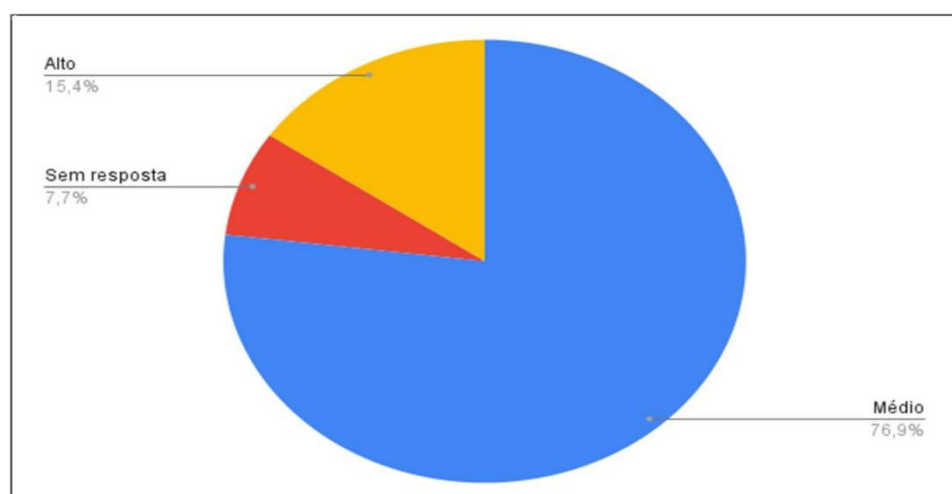
| INTERVIEWEES | ANSWERS |
|--------------|---|
| A1 | Yes, credit policies aimed at the small producer, more humble and less educated. |
| A2 | Yes, partnerships could be made with a view to greater dissemination of the lines of credit. |
| A3 | No response. |
| A4 | Yes, with several projects and offers. |
| A5 | No. |
| A6 | Yes, the agricultural area is constantly changing and in the same way institutions must change aiming at the benefit of the producer based on the moment wherever he is. |
| A7 | No. |
| A8 | Yes. |
| A9 | Yes. |
| A10 | Yes, to give more credibility to the small producer, where he would have a Greater ease when setting up a project. |
| A11 | No response. |
| A12 | Yes. Creating a unification of documents such as a single register of rural producers that already includes all the data of family producers and including their production, and that meets the requirements of the credit manual rural, facilitating the gathering of documents. |
| A13 | No response. |

Source: this research, 2022.

Next, figure 6 presents the data according to the interviewees, when they were asked about the level of reliability (high, medium or low) of the information in the data provided by family producers.

Figure 6

Reliability of information



Source: survey data, 2022.

Still when asked if there is any information(s) with a low level of reliability, what would this data be, interviewee A3 answered that "there are situations in which we cannot trust the data received, for example, the cattle file, there is a very high ease of transferring cattle from one file to another." While A13 reported "the DAP is a document of paramount relevance, but which, however, is not in the vast majority reliable, due to the agents of the responsible entities manipulating the producer's data for the proper framing of the rules". Although regulatory bodies have data protection laws, internal rules, it may happen that documents are fraudulent by those who have the power to change it.

5 FINAL CONSIDERATIONS

The research sought to highlight the main factors that restrict the granting of rural credit to family farmers by the Sicoob Centro cooperative. In addition, it was sought to describe the profiles of the borrowers, the characteristics of the main credit lines taken, the credit process and evaluation, and to describe the quality of the information provided for taking credit. Therefore, it is noted that the objectives of the work were achieved.

The study found that the profile of the producers was 86.69% male and 13.31% female, with a predominant age between 44 and 48 years, working with 67.16% mainly in beef cattle farming, 22.71% in dairy cattle farming.

The main rural credit lines offered by Sicoob Centro are Pronaf Costing, investment and Agro Credit, which are the same most demanded by family farmers in the perception of the interviewees, taking into account the rates available and payment conditions. Crédito Agro is being used as a second alternative for producers who cannot access the lines made available by the government.

The survey also pointed out that for the interviewees, the main documents required in the credit analysis are: DAP form, rural property deeds, semoventes form, CAR, sales invoices and rural project, among others. Therefore, it is noted that the cooperative has a high requirement regarding documentation. Another point observed, for the interviewees, is that there is no distinction regarding credit analysis, regardless of the size of the rural producer, what differs is the documentation required according to the rural credit manual.

When the credit analysis process begins, it is noted that the first step is for the producer himself to seek the cooperative or technical assistance, then the feasibility project is created, because it will be through this project that analysts can analyze whether it will be feasible to grant credit. For the credit analysis, the interviewees say that photofigureic reports and field visits can help facilitate access to rural credit.

Another point immensely identified is the main points analyzed in the evaluation of rural credit, where the main points cited by the interviewees were the ability to pay with 15%, with 11% history in the SFN, 11% purpose of credit, 11% income, 11% time of operation and 11% of branch of activity. The survey found that when credit losses occur, it is due to misuse and deviation from the purpose.

During the study, it can be concluded, according to credit analysts at Sicoob Centro, that the main factors restricting credit are high indebtedness with the current restrictions, lack of information about the borrower, delay in granting credit, the requirement of some documentation and not having assets to supply the operations.

When asked what actions could be taken by family producers to favor access to credit and reduce financial costs, the analysts said that field visits, keeping documents up to date and more clarity in the information granted to the cooperative, are actions that can facilitate access to credit, but the family farmer will go through all stages of credit analysis.

Still asked about the level of reliability of the information provided by the producers, 15.4% of the interviewees stated that the level is high, 76.9% medium and 7.7% low. It can be concluded that family farmers need to have more transparency in the data made available to credit unions.

After compiling all this information, it can be concluded that keeping the registration updated in financial institutions, being transparent in the documents requested, using credit for the proper purpose, having financial control so as not to have a high indebtedness and not having restrictions in force in the SNF, are actions that can overcome the main restrictions on access to credit.

For future work, it is suggested that the research be carried out considering the point of view of family farmers, demonstrating the difficulties they have to access the credit lines encouraged by the government. In this way, the cooperative will be able to identify bottlenecks in the credit analysis developed by the Sicoob Centro cooperative.

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ANNEX A: FREE AND INFORMED CONSENT FORM

You are being invited to participate, as a volunteer, in the research on **THE FACTORS OF RESTRICTION TO RURAL CREDIT FOR FAMILY FARMING**. And if you agree to participate, please sign at the end of the document. Your participation is not mandatory, and at any time you may withdraw from participating and withdraw your consent. Your refusal will not cause any harm to your relationship with the researcher or the institution.

You will receive a copy of this **term** with the researcher's telephone number and address, and you can ask questions about the project and your participation.

PROGRAM: Degree in Business Administration at UNIR – Federal University of Rondônia Foundation.

RESEARCHER IN CHARGE: Wendel Saymon Batista da Silva. **ADDRESS:** Av. Espírito Santo, 719. Novo Horizonte neighborhood. Cacoal-RO. **PHONE:** (69) 9 9245-8652

OBJECTIVES:

Analyze the profile of family producers who contract rural credit at Sicoob Centro;

Survey the main credit lines used by rural family producers in the Sicoob Centro Credit Cooperative;

Identify the factors that contribute to access and restriction of credit for small rural producers in the Sicoob Centro Credit Cooperative;

To ascertain together with Sicoob Centro's credit analysts the actions that can minimize the restriction on PRONAF credit.

STUDY PROCEDURES: If you agree to participate in the survey, you will have to complete an electronic form. The collected data will be tabulated and analyzed for the conclusion of the undergraduate article of the Administration course at the Federal University of Rondônia – UNIR.

RISKS AND DISCOMFORTS: the research does not offer any risk or harm to the participant.

BENEFITS: to provide improvements in the process of granting rural credit to small farmers.

COST/REFUND TO THE PARTICIPANT: There will be no expense or payment with their participation.

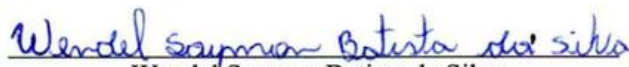
RESEARCH CONFIDENTIALITY: Guarantee of secrecy that ensures your privacy regarding the confidential data involved in the research. The data and your name will not be disclosed.

Participant's Signature

ANNEX B: DISCLAIMER

Eu, **Wendel Saymon Batista da Silva**, DECLARO, para todos os fins de direito e que se fizerem necessários que isento completamente a Fundação Universidade Federal de Rondônia – Campus Professor Francisco Gonçalves Quiles em Cacoal, o orientador e os professores indicados para comporem o ato de defesa presencial, de toda e qualquer responsabilidade pelo conteúdo e ideias expressas no presente trabalho de conclusão de curso. Estou ciente de que poderei responder administrativa, civil e criminalmente em caso de plágio comprovado.

Cacoal / RO, 12 de Dezembro de 2022.


Wendel Saymon Batista da Silva

**APPENDIX A - QUESTIONNAIRE ON RURAL CREDIT GRANTING INTERVIEW SCRIPT -
FINANCIAL INSTITUTIONS**

- 1) Are small rural producers part of the credit policy of this financial institution? Are you one of the main audiences served?
- 2) What are the main lines of credit – working capital, investment – offered/made available to small rural producers by the cooperative?
- 3) In your perception, what are the main lines of credit – working capital, investment – demanded/needed by small rural producers?
- 4) Do you believe that the volume, credit lines and conditions made available by financial institutions (not only by this cooperative) meet the needs of small rural producers?
- 5) Commonly, what data/documents are required by the financial institution for credit assessment/analysis of small rural producers? Are small rural producers always able to meet the requests?
- 6) In your perception, can the size of the producer favor, harm or be independent of access and cost of credit? Is there a distinction in credit analysis from small producers to large producers?
- 7) In summary, how is the credit analysis process of a small rural producer at the institution?
- 8) Do you believe that there may be another valid process(es) for credit analysis of small rural producers? If there is, what would it be like in your opinion?
- 9) Which point(s) is/are most relevant for the credit assessment of a small producer, in your opinion?
- 10) What are the main factors, in your perception, that restrict access to credit and/or increase financial costs in operations with small rural producers?
- 11) Therefore, in your opinion, what actions could be taken by small producers to favor access to credit and reduce the financial cost?
- 12) Do you believe that the cooperative, unions, government or other entities could take other actions to facilitate access to credit for small producers? If so, what stocks would they be?
- 13) What is your judgment on the level of reliability of the information provided by the data provided by small rural producers - high, medium or low? If there is any information(s) with a low level of reliability, what would it be?

14) If there is, what else is missing from general information from small producers for credit analysis?