

MINISTRY OF AGRICULTURE, LIVESTOCK AND SUPPLY

Secretariat of Innovation, Rural Development and Irrigation

Executive Commission of the Cocoa Crop Plan

Cocoa Research Center in Pará and Amazonas

Official Rural Credit for Cocoa in the Amazon: problem or solution?

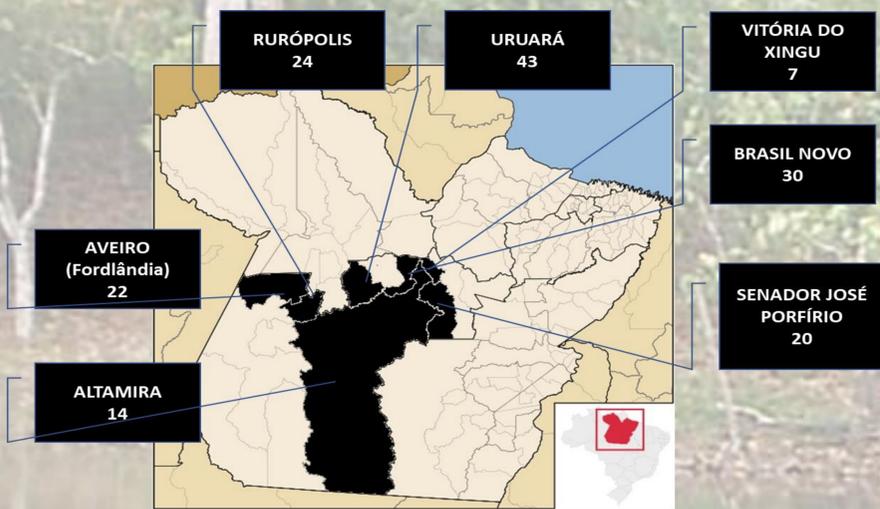
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1. Until the beginning of the 1970s, cacao in the Amazon was considered an extractive crop. It was with the advent of the Initial Cocoa Project, created by the Secretary of Agriculture of the State of Pará, that the cocoa tree entered its technological phase. CEPLAC, considering its expertise in cocoa cultivation, was invited to be the technological advisor for the Project, implementing the technology that was already being implemented in the cocoa trees deployed in Bahia. To support the actions of new cocoa plantations, subsidized rural credit was one of the main elements to support those producers who were motivated to participate in the Project.

2. From the mid-1970s with the advent of PROCACAU until its end in 1985, development programs such as PROTERRA and POLOAMAZÔNIA, among other things, entered as providers of financial resources for rural credit. These incentives had a small stoppage between 1985 and 1989, being resumed at the end of 1989 with the implementation of the credit program called Constitutional Funds (North, Northeast and Midwest of Brazil).

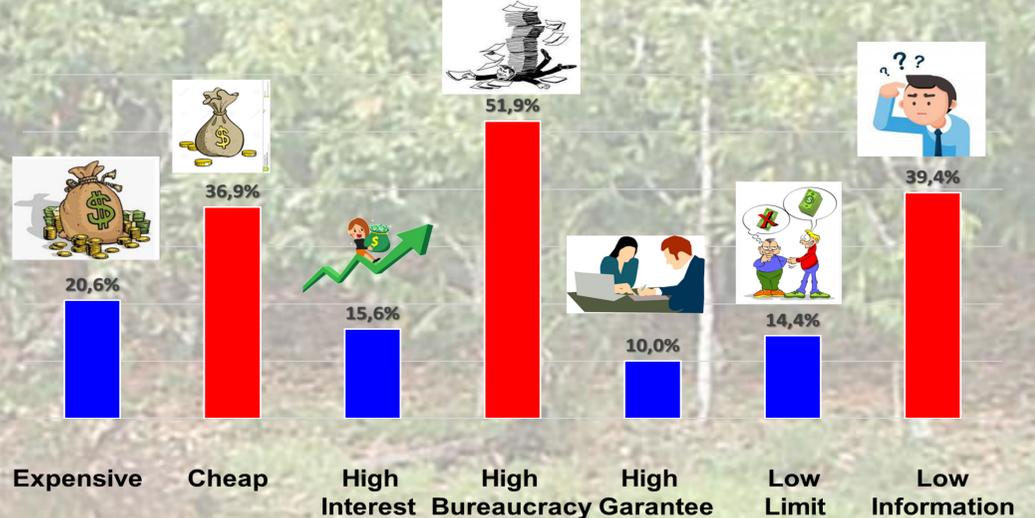
3. An issue that has been established for some time is that, even with the availability of financial resources to finance cocoa farming, curiously, what has been seen is the return of these resources to the source of the National Treasury, as farmers apparently, they do not feel encouraged to seek these resources

Have a Bank account	Do you know the Manager Bank		Total
	I know	I don't Know	
I have	36,3 (49)	63,7 (86)	100 (135)
I don't have	0 (0)	100 (25)	100 (25)
Total	30,6 (49)	69,4 (111)	100 (160)



PROSPECTED MUNICIPALITIES and SAMPLING SPONTANEOUS RESEARCH PERFORMED IN JANUARY/FEBRUARY 2022

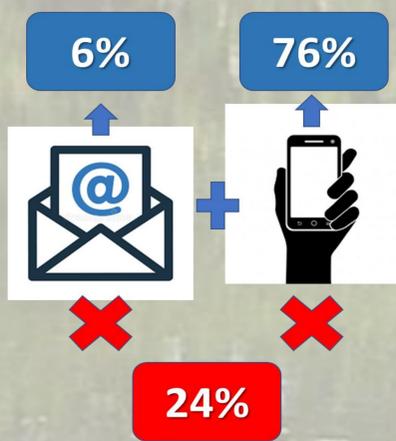
HOW DO YOU CONSIDER RURAL CREDIT FOR COCOA CROP



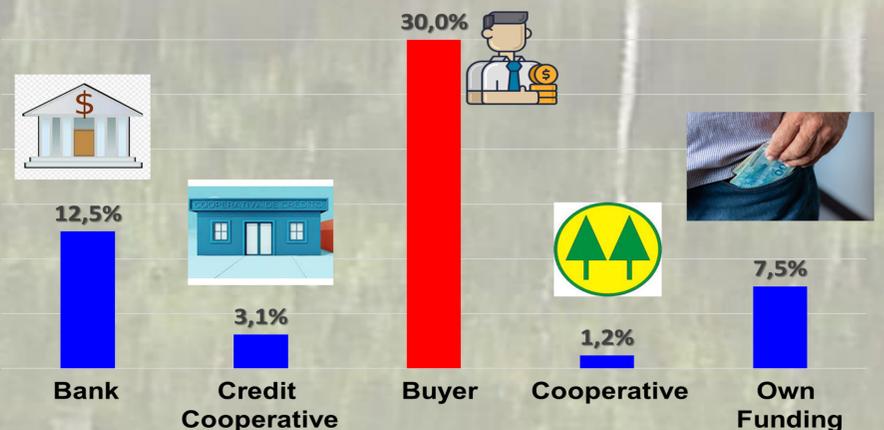
Age	ABS	REL%	ACU%
21-30	10	6,3	6,3
31-40	22	13,8	20,1
41-50	39	24,4	44,4
51-60	47	29,4	73,8
61-70	31	19,4	93,2
71-80	10	6,3	99,4
91-100	1	0,6	100,1
Total	160	100,0	



COMMUNICATION



WHO DO YOU LOOK FOR WHEN YOU NEED COCOA FINANCING?



Area (ha)	ABS	REL %	ACU%
0-10	112	70,0	70,0
10-20	32	20,0	90,0
20-30	11	6,9	96,9
30-40	2	1,3	98,1
50-60	3	1,9	100,0
Total	160	100,0	



Age (Years) of Planting	ABS	REL (%)
0-2	21	13,1
3-5	27	16,9
6-8	14	8,8
9-11	25	15,6
12-14	14	8,8
15-17	15	9,4
18-20	19	11,9
21-23	9	5,6
24-26	6	3,8
30-32	2	1,3
33-35	2	1,3
39-41	3	1,9
42-44	3	1,9
Total	160	100

61,2

Conclusion

- 15.6% of cocoa farmers do not have a bank account. Of the 63.7% who have bank accounts, they do not know the bank manager.
- The use of digital communication systems to reach rural producers must be evaluated in terms of their efficiency, given that 24% of respondents do not have any means of digital communication (landline/cell phones, computers/internet). In addition, 55.6% of this respondent is over 50 years old, that is, their motivation to learn something about digital communication does not stimulate them. In addition, the digital infrastructure installed in rural areas is non-existent or very bad.
- there is a potential demand for financing cocoa, mainly regarding agricultural funding, which needs to be accessed: 86.9% of the cocoa planted areas have been in the field for more than 3 years, that is, they are already in the production phase; 70% of the cocoa-growing areas belong to small family producers, with an average area of 10 ha.
- Excessive bureaucracy to access rural credit, justifies the information given by 30% of respondents who prefer to turn to cocoa buyers to have money, as cultural treatments cannot wait, under penalty of losing part of their production. Only 12.5% reported that they use official banks to obtain credit for agricultural funding.
- 68.8% of cocoa producers did not have bank financing. Of the 31.2% that had financing for cocoa, only 28.1% had technical guidance for applying cost credit.