

6. Xambioá Workshop

(1) Activities

a) Participants

53 people were enrolled on the Xambioá Workshop, accomplished on July 26 of 2000, they are the following profile:

Type of Participant	Amount
Producing mini	24
Small Producer	3
Medium Producer	2
Great Producer	4
Agribusiness	-
Extrativistas	5
Technicians and Trainees	1
Representatives of Associations and Unions	6
Public authorities and ONG's	2
Other	6
Total	53

\* - Other: no producers and residents of the city.

This sample resulted of a field work accomplished by servants of the Secretariat of Production of the State of Tocantins. In this work the rural producers were invited for participate in the encounter. The objective of the field work is to get representatives of sectors as great, medium and small producers. For that, the rural union should contacted the rural workers' union, linked people to the extrativistas and small producers. In Xambioá, the quantity and quality of participant this event was good, most of producers possess less than 50 hectares.

b) Discussion Conditions

*Grain and Livestock Integration*

As the method Circle of Aprendizagem Vivencial was accomplished the group of Cattle Integration / farming in the municipal district of Xambioá.

They made part of this workshop 19 people being small and medium producers. It was clear the viability of the introduction of the process of cattle Integration / farming since there is technology.

In elapsing of the works they were lifted up the following ones the following topics:

*Opinion*

The acceptance was unanimous, since it is offered credit and specialized technical support.

*Advantage*

- It generates job and income;
- Renewal of the pastures with smaller cost;
- Faster recovery of the capital.
- This hinders the invasion of lands;
- Recovery of the soil.

*Disadvantage*

- There aren't market for grains;
- High production cost;
- Climatic instability.

*Types of grains*

Corn, sorghum, rice, bean, broad bean, soy (information on the culture lack, if there is technical support there will be interest).

#### *Pasture*

Braquiaria brizanta, Tanzania, mombaça, manifested interest in cane of sugar.

#### *Technical support*

- Lack school agrotécnica;
- Lack pasture handling;
- It lacks information on grains (planting, maintenance and market).

#### *Financial attendance*

- High interest rates;
- Bureaucracy on the part of the banks;
- Lack of information on the credit lines;
- Difficult credit for the medium and small producer;
- Financing comes out in the wrong moment (it leaves late).

#### *Infrastructure*

- Rural telephony doesn't exist;
- Majority of the producers without electric power;
- Local highways in terrible conservation state;
- Lack smashing for soy;

The producers put that they want to rent machines, they don't want anything free, (the idea is to set up a cooperative for acquisition of the maquinário).

#### *Market*

For meat there is no commercialization problem;

For grains there is no market (the price is very low) it is alone for family sustenance.

In the opinion of the producers, the livestock brings safety for not depending on the government, the same doesn't happen in the production of grains because this depends in a large part of government politics.

In the lifted up technical vision for the group, the Integration pecuária/grãos presents viability, since they are made specific studies inside of each activity to be developed in the area.

#### *Nucleus of Production*

They participated at the workshop 23 people, being 17 belonging to the projects of seatlement of the municipal district and 6 belonging to other rural communities, holders of small properties. All are part of some representative organization of producers in the municipal district.

During the workshop they were several lifted up subjects regarding the proposal of production nucleus, relative to the organization, production priorities and existent difficulties in the moment for his accomplishment.

#### *Organization*

There is in the municipal district several associations and some cooperatives, as the one of the Projeto Bacia Leiteira and another of credit (in implantation). However, those organizations face difficulties mainly regarding his administration.

It was inside lifted up the little organization of the seatlement projects owed partly to the invasions and consequently the proprietors' rotation due to the constants sales of the lots.

However there is interest of the producers in organizing through associations and cooperatives, although they still need more information and advice on their operation forms.

### *Profile of the Producers and his Production*

The producers possess small areas, in it measured of 10 bushels. The production is basically of subsistence, with little expression as for the commercialization.

There are interest and difficulties in the production and in the commercialization, among them: the small produced amount, decapitalization of the producers and producers and production in agreement with the correct techniques; and ignorance of possible markets, quality and types of products, respectively.

There is a great tendency to the Integration of cultures standing out in the horticulture: coconut, banana, acerola, cupuaçu, pineapple, passion fruit, cashew; and in the small creations: birds, bovid, ovinos and swine.

It is in implantation phase in the municipal district a horticulture pole, for which there are 46 registered producers, depending on government definitions to begin his operation.

The creation of the cattle of milk was put as activity of great importance by generating a daily income. It works in the municipal district a cooperative of producing of the Projeto Bacia Leiteira that reinforces the importance of the activity.

As for the cultivation of vegetables in the area, although there are an interest of the producers and local market, some areas cannot be favorable due to the lack of water (mainly in settlements).

Regarding the difficulties for the implantation of the proposal, they were lifted up the following aspects:

- existence of appropriate infrastructure, mainly with
- relationship to highways for the exit of the production of the properties
- available credit and facilitated to finance the production
- planning of the production
- larger incentive to the organization
- technical support (larger number of technicians and more frequent)
- lack of energy
- you conspire to work the soil because, the existent ones in the municipal district don't assist to the producers
- better administration of the resources
- change of experiences through visits to other properties where she are accomplishing activities that are giving positive results

They were outstanding still as areas or priority activities the horticulture and the cattle breeding of milk.

### *Conclusion*

This workshop presented the favorable conditions to the accomplishment of the consultation of wanted data weighs team and at the same time it served so that we tested the methodology with base in the beginning that it is made road, walking.

The agriculture was put about fundamental point for the development of the area.

Although they have demonstrated disposition and interest for the work, a great dependence was observed in relation to the government in the financial support, infrastructure, machines and equipments so much for organization of associations and cooperatives as in the production.

There was an acceptance of the suitable proposals for the study and the producers demonstrated great interest in his implementation and opening for the new technologies.

### *Extratativismo and Environmental Conservation*

#### *Participant*

They participated in the workshop of the group of Extrativismo and Environmental Conservation, a total of 10 people, being they divided in: seven components of a cooperative of fishermen of Xambioá, that was founded in 1998 and that it contains 23 cooperated, and also 3 people that work with brickwork (clay).

#### *Development of the Workshop*

The participants of the cooperative that there were, they made reference that the Cooperative is in implantation end, remaining "just some documents" the they be obtained, to register the same. In agreement with members of the cooperative, they have difficulties with the legalization of the cooperative, due to the bureaucracy and to the lack of help of the City hall. The collection or "quota part" of their members it is not collected, the money is collected through bingos.

According to participants of the Cooperative, already a production is had in small climbs, of products of the fish. For them, case was everything legalized, they would have as producing products of the skin of the fish (to tan the skin of the fish), sausage, hamburger, crumb of the carcass (ration) etc. Knowing that the skin of the fish already has guaranteed market, in case it comes to produce in commercial scale. The objective of those cooperated is that all that production comes to generate job and that it is marketed in the area or even having exported.

The Cooperative already has studies that, if it enters in operation will generate 23 direct jobs and from 50 to 100 indirect jobs. There is an interest in working as coconut, murici, cupuaçu, passion fruit, acerola, avocado and native fruits, with the objective of forming an agribusiness and also to have a freezer for improvement of the fish.

Difficulties were lifted up, being them: I don't motivate on the part of the municipal government, bureaucratization in the legalization of the Cooperative that will impede directly in the search of resources. That in the moment it lacks better explanation in relation to the Environment, besides they suggested that if it insisted, that it is the case of the technical support.

#### *Conclusion of the Technicians*

A concern exists on the part of the participants that there is a repovoamento of the rivers, through fish farming programs, Project Quelônio (turtles), so that there is a balance between extraction and environmental conservation.

All the participants were shown interested parties in the study of JICA, therefore, already projects exist in the area of fish production, that until the moment it was only in the paper, in other words, it was not implanted indeed.

#### (2) Remarks

In Xambioá, particularly on Grain-Livestock Integration group there are the participation of the great producers. About production system proposed such as alternative to crop rotation with livestock, there are interest of the producers, therefore in the group some producers don't agreed with propose.

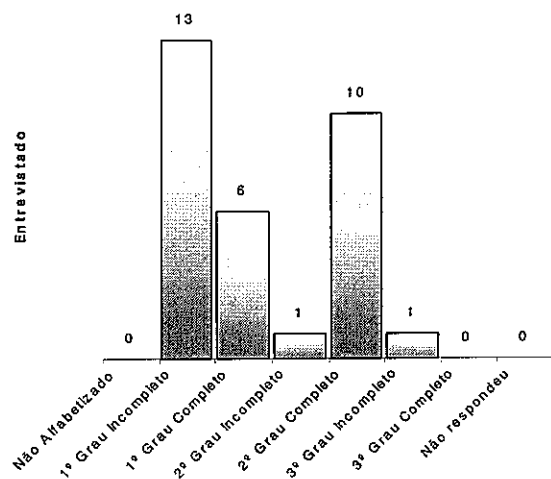
This workshop, the participation in the groups in a general way was more intense, because the chosen exhibition method turned possible that all had voice and they participated in more democratic way. Like this the result of the workshops became more solid.

### (3) Participants profile

Interviewees: 31

#### Education

The level of the participants' education was bass. Most of interviewees have at most the 1<sup>st</sup> complete degree. 13 interviewees have the 1<sup>st</sup> complete degree. 10 interviewees have 2<sup>nd</sup> complete degree.



#### Habitation Conditions

The standard of construction of interviewees' homes is composed by covering of tiles, brick walls and cement floor. Therefore, there are a second standard composed by covering of straw, wood walls or clay and no floor.

Covering	Total
Tiles	24
Metallic or Asbestos	-
Straw or Sapé	5
Other	1
no Answer	1
<b>Total</b>	<b>31</b>

Walls	Total
Brick	18
Wood	8
Marinate or Clay	-
Straw, Bamboo or Sapé	2
Other	1
It didn't Answer	2
<b>Total</b>	<b>31</b>

#### Home

Most of the interviewees possesses a pattern of construction of their reasonable houses. Though, in Xambioá he was among the interviewees about six respondents with low pattern of home.

Floor	Total
Ceramic, Paving stone or Rejunto	3
Cement	18
Wood	1
Ground or Mud	6
Other	2
It didn't Answer	1
<b>Total</b>	<b>31</b>

Treatment of the Water	Total
Treated	15
Without treatment	9
No answered	7
<b>Total</b>	<b>31</b>

Fontes of Water	Total
Company of Water	1
Cistern	4
Well	10
Dams or River	11
Other	1
No Answered	4
<b>Total</b>	<b>31</b>

Hydro-sanitary conditions	Total
Channeled water, Bathroom and Cesspit	14
Channeled water	3
Bathroom	2
Bathroom and Cesspit	2
Cesspit	4
None	3
no Answered	3
<b>Total</b>	<b>31</b>

Fuel for Kitchen	Total
Gas	19
Firewood and Gas	5
Firewood	7
<b>Total</b>	<b>31</b>

Illumination of the Home	Total
Electricity	22
Electricity and Candles	1
Gas	1
Oil and Candles	1
Oil	6
<b>Total</b>	<b>31</b>

### Production and Agricultural Handling

In Xambioá, the interviewees' good part is landlady of the lands. They answered to the questionnaire 5 leaseholding, 6 seated of INCRA, 6 extrativistas and a tenant.

Ownership or Domain of the Soil	Total
Proprietor	13
Ownership	5
Seated	6
Tenant	1
Extrativista	6
<b>Total</b>	<b>31</b>

### Treatment of the water

Of the storage forms and source of water told, it can be said that the more found are the well and the river. The interviewees' good part when questioned on the treatment of water appear that there is the treatment for the drunk water, 7 interviewees didn't answer the this question and 9 informed that they don't treat the water that they drink.

### Hidro-sanitary conditions

More of the interviewees' half it uses water channeled in their residences, however it leaves of the interviewees presents precarious sanitary conditions.

### Fuel for Kitchen

Of the 31 interviewees, 24 use gas for the cozimento of the foods and 7 just use firewood.

### Illumination of the Home

Most (23 interviewees) they tell to have electric light in their homes, the remaining or it uses gas or oil for the illumination of their residences.

The extension of lands told by the interviewees demonstrates the following situation:

Size of the Property	Total
from 10 to 50 Hectares	12
from 50 to 100 Hectares	2
from 100 to 200 Hectares	2
from 200 to 320 Hectares	3
from 320 to 640 Hectares	0
from 640 to 1200 Hectares	3
from 1200 to 4000 Hectares	2
more than 4000 Hectares	0
no Answer	7
<b>Total</b>	<b>31</b>

Being just considered the amount of lands and the limit of 320 has for personal computer producers, 640 for small producers and 1200 for medium producers, being above 1200 the great producers, it can be considered that in Xambioá answered to the questionnaire 19 personal computer producers, any small producer, 3 medium producers and 2 great producers. Seven interviewees didn't want the to answer this question.

To the they be asked about the general conditions of their lands, 20 producers answered that they consider the good soil and 3 answered that they don't consider. Eight interviewees didn't answer to the question.

Do you have a good land?	Interviewees
Yes	20
No	3
No answered	8

The three interviewees, that they don't consider his good soil, they answered that they usually use the manuring or machines to improve the soil.

What do you do to improve the soil?	Interviewees
Manuring	1
Correction or tractor	1
Use of machines to benefit the soil	1

Of the interviewees that consider yours good soil, 6 make manuring and correction, 6 use tractors and 7 don't make anything goes improvement of the quality of the soil.

What do you do to improve the soil?	Interviewees
Manuring	1
Manuring and mechanization	2
Manuring and pastures, mechanization and irrigation of the soil	1
Pasture	1
To plow the soil	2
Correction	1
Correction of the soil	1
Mechanization	3
Anything	7
no answered	1

On how they prepare the soil, 18 of the 31 interviewees said that they use tractors to prepare the soil, 5 answered to prepare the soil manually and eight didn't answer the that question.

How do you prepare the soil?	Interviewees
Tractors	17
Tractors and Manual	1
Manual	5
no answer	8

To the they be questioned if they suffered damages for some damage or natural disaster in his property, most answered that it didn't suffer. It is observed that only 5 interviewees answered that they suffered some natural damage.

<b>Som damage or natural disaster?</b>	<b>Interviewees</b>
Yes	5
No	23
No answered	3

About handling and improvement of the soil, most of interviewees don't use manure to crop activities nor to pasture.

<b>Do you use agricultural manure?</b>	<b>Interviewees</b>
Yes	7
No	11
No answered	13

<b>Do you use manure to pasture?</b>	<b>Interviewees</b>
Yes	0
No	22
No answered	9

Most of agricultural producers don't use certified seeds, less than 6 producers use certified seeds, protect to plague and weeds on agriculture. Most of producer are beef cattle producers.

<b>Do you use certified seeds?</b>	<b>Interviewees</b>
Yes	9
No	8
No answered	14

<b>Protect to weed?</b>	<b>Interviewees</b>
Yes	5
No	11
No answered	15

<b>Protect to plague?</b>	<b>Interviewees</b>
Yes	6
No	12
No answered	13

Most of producers use mineral salt and veterinary products, part of them use supplement food to beef cattle production.

<b>Mineral salt?</b>	<b>Interviewees</b>
Yes	21
No	1
No answered	9

<b>Supplementary Food?</b>	<b>Interviewees</b>
Yes	9
No	11
No answered	11

<b>Veterinary Products?</b>	<b>Interviewees</b>
Yes	20
No	1
No answered	10



About commercialization, 10 have problems to trade your products. They generally sell your products to middlemen (6), to consumer (13) and to retailers (5).

Who do you sell your products?	Interviewees
Direct to the consumer	11
Intermediate	5
Retail	4
Wholesale	2
Retailers and Direct to the consumer	1
Middlemen and Wholesalers	1
Direct to the consumer and other	1
Wholesalers and Other	1
no answer	1
Don't Market	4

About credit to production costs, 27 interviewees don't finance your costs and only three are financing your costs. The more mentioned financial agent was BASA - Banco da Amazônia S.A.

Do you finance your costs?	Interviewees
No	27
Yes	3
No answer	1

Financial Agent	Interviewees
Banco da Amazônia S.A.	2
Banco do Brasil S.A.	1
Program Bacia Leiteira	1
No answer	27

Which credit difficulties?	Interviewees
High interest rates	4
High interest rates and access difficulty	1
High interest rates and access difficulty for being leaseholding of earth no	1
High interest rates and excess of bureaucracy	2
High interest rates and the costing arrives out of time	1
High interest rates, excess of bureaucracy and Insufficient agility	1
Inefficient association	1
Dismemberment of the definitive title	1
Excess of bureaucracy	1
Excess of bureaucracy for small producer and Insufficient attendance to the	1
Excess of bureaucracy, agencies of BASA and high interest rates	1
Insufficient technical support	1
Insufficient incentive for production	1
He didn't acquire the credit service	1
He doesn't have difficulties	1
He doesn't have documents	1
Negotiation	1
The program arrives out of time and it should be done by associations	1
PROTERRA - 1995, cattle purchase	1
To subsidize the Credit	1
No answer	6
He didn't know how to answer	1

The problem more stood out by the producers was of the high interest rates, following by the excess of bureaucracy and some don't have documents to acquire. Just a producer declared there to be discrimination in the access to the credit for the small producer.

Regarding the regional service of technical support, the participants' good part informed that it doesn't receive technical support. For those that receive, several areas of attendance were mentioned as Use of the Soil and Animal Health. Fourteen interviewees alleged not to receive attendance. Nine interviewees received technical support of animal health.

Do you received technical support?	Interviewees
They don't receive technical support	14
Animal health	8
Animal health and credit	1
Use of the Soil	1
Use of the Soil, Control of Prague, Animal Health, Credit and Seeds and Seedlings	1
Use of the Soil, Control of Prague, Animal Health and Commercialization	1
No answer	4

Which suggestion to technical support service?	Interviewees
No answer	6
Attendance to the producer from the beginning of the plantation to the phase of the crop	1
To increase the attendance	2
To increase the number of technicians	7
The local technicians' training	1
Qualification courses	1
Existence of Agronomist in the area and acquisition of new technologies	1
To improve communication between the producer and the technicians	2
Improvement in the transports of the Veterinarians of RURALTINS for visits to the producer	1
He doesn't have suggestion	6
He needs to get better	1
Her of an agronomist needs for improvement of the service	1
Engineers' Permanent presence and agricultural technicians	1

## 7. Ananás Workshop

### (1) Activities

#### a) Participants profile

63 people were enrolled on Ananás workshop, accomplished on July 28 of 2000, they were the following profile:

Type of Participant	Amount
Producing mini	30
Small Producer	4
Medium Producer	3
Great Producer	3
Agribusiness	2
Extratvistas	2
Technicians and Trainees	9
Representatives of Associations and Unions	2
Public authorities and ONG's	-
Other	8
<b>Total</b>	<b>63</b>

\* - Other: no producers and residents of the city.

This sample resulted of a field work accomplished by servants of the Secretariat of Production of the State of Tocantins. In this work the rural producers were invited for participate in the encounter. The objective of the field work is to get representatives of sectors as great, medium and small producers. For that, the rural union should contacted the rural workers' union, linked people to the extrativistas and small producers. In Ananás, the quantity of participant this event was good, half of then have mor than 50 hectares of land.

b) Discussion Contents

*Crop Diversification*

They participated at the workshop 13 people.

With the intention of lifting information as for the possibility of implantation of the methodology of Integration Cattle Grains, the workshop began with the 13 cattle farmers' presence and five technicians that contributed to the evolution of the discussions. Initially it was questioned the participants as for their feelings in relation to the activity that they exercise. We obtained as answers the satisfaction feeling.

It was requested of the participants that gave opinions on the system of integration cattle grains. The great majority affirmed to consider the viable system, possible of being implanted, necessary in medium space of time, as well as, that they are open to the application of this methodology.

However, after they be questioned on the difficulties and disadvantages, they affirmed that the Insufficient a freezer to improve the earnings in the productive chain, the reduction of the tax burden, a larger knowledge of the technology, as well as, the presence of a specialized technical support is factors that would minimize the difficulties (disadvantages) of the methodology.

They think the area is not adapted for the production of grains in spite of the current technologies, but that accept that idea since they are put technical for orientations.

They think the consortium of the mombaça or other grassy ones, it brings great results as the rotation of cultures, integrated with the livestock, it will provide more job and improvement in the income. They got to affirm that it already wants to do that integration.

Another fundamental point that they exposed was the Insufficient sanitary surveillance, needing analysis laboratory, and a slaughterhouse urgently to avoid the propagation of several diseases that they are attacking the flocks, as tuberculosis, brucelose and other.

They explained that they already make the transfer of embryos to improve the genetics of the local flocks. They only complained of the local labor that needs to be workout and qualified.

Another great complaint went as for the Insufficient popularization of the Government's actions in the sense of preventing diseases in the flocks.

In general the cattle farmers complain of the absence of the government presence in the area through the direct contact. Of the Insufficient incentives (own), justifying that the producing of Pineapple have larger flock of better lineage level, compatible with Brazil and the World.

They emphasized that they are enough solemnity and that they needed bank agencies in the municipal districts for us to make their businesses. They criticize the state administration as for the operacionalidade of ADAPEC and of RURALTINS for Insufficient materials and physical space.

They complained of the bureaucracy in the collection through place for Insufficient equipment and specialized personnel; they also gave emphasis to the problem of the bracket of ICMS that would be more expensive than in Pará.

They spoke that you adjust of the market are not the problem, because the offer is still smaller than the demand. Considering that the municipal district possesses about 113.000 head of cattle. They complained of the Insufficient infrastructure of local highways, of communication and electricity.

### *Nucleus of Production*

They participated at the workshop 29 people, being 4 belonging to projects of seatlement of the area and the others belonging s other communities rural holders of small rural properties. About 40% of the participants they are part of some representative organization of producers in the area, and of these seven they were acted.

During the workshop they were several lifted up subjects regarding the proposal of production nucleus, relative to the organization, production priorities and existent difficulties in the moment for his accomplishment.

### Organization

There is in the area of the municipal district several associations of producers, motivated mainly by RURALTINS and SEBRAE, however, those organizations face difficulties mainly regarding his administration. Another difficulty found by the associations is the access to the official credits owed mainly to the bureaucracy and I keep apart of the financial agents' information.

Some associations began community works, as the cassava planting for industrialization and community farming.

### Profile of the Producers and his Production

The producers possess small areas, average of 68 hectares, with the safeguard that there is a great variation of sizes. The production is basically of subsistence, practically production of grains doesn't exist for commercialization.

There are small initiatives of planting of fruitful, so much native as other adapted to the area and in the small creations: birds and swine destined to the family consumption.

The production of milk in the area is not drifted and it is deficient in techniques and handling, besides the Insufficient local highways and energy.

As for the cultivation of vegetables in the area, although there is an interest of the producers, the same is not expressive, mainly for not to have tradition in the activity and not to count with enough local technical support.

Regarding the difficulties for the implantation of the proposal, they were lifted up the following aspects:

- energy;
- existence of appropriate infrastructure, mainly regarding highways for the exit of the production of the properties;
- technical support (larger number of technicians);
- machines to work the soil, because the existent in the municipal districts doesn't assist to the producers;
- the financial agents' clear information;
- bureaucracy;
- little experience in the cultivation of vegetables;
- the government's support;
- absence of project of Seatlement in Pineapple;
- insecurity in the hour of diversifying;
- financial resources;
- planning of the production;
- high cost for creation of swine.

They were outstanding still as areas or priority activities the fish farming, use of native fruits, cattle breeding of milk, beekeeping and aviculture.

#### Conclusion

There was an acceptance of the suitable proposals for the study, a great dependence was observed in relation to the government in the financial support, infrastructure, machines and equipments so much for the organization of associations and cooperatives as in the production.

#### Extrativismo and Environmental Conservation

In the workshop of this group the number of participants belonged to 12 people, being two technicians of the State that work in the area, three coconut quebradeiras, a coalman, a resident of the city and five small interested producers with extrativismo and also with the environmental conservation.

#### Development of the Workshop

In the discussion generated preliminarmente with the coconut quebradeiras, it was seen that they had interest in participating in a Cooperative or Association, but they didn't know the way and they didn't have enough knowledge to form the same.

Inside of the group it had a participant that extracted coal and it sold for Açailândia-MA, that had difficulty to obtain the raw material that he used. For that the company for which he sells the coal supplied him/it 10 thousand eucalyptus seedlings to do reforestation, and in the future he will have raw material and also a market formed for the sale of the coal.

Another participants of the group, Mr. Francisco, participates in the Association of those Seated and it is also producing of banana, cattle for slaughter and honey, and he already produced sweet of banana of the bananas for him planted, but the production fell a lot due to the reason that the earth had lost his fertility.

The small producer Alfredo, wants to create swine and fish, but he doesn't have the municipal government's support and also the associations don't lend the machines, and he says that only tractor is lent for great proprietors of lands, and for so much they don't get to compete with the prices of the great producers, that they sell their lower products.

Speaking about the coconut quebradeira again, you Maria Madalena, Neuza and Rita made reference that in a day of work it would give to break 18 liters of coconut, and that to each 4 liters of almonds it gave to do a liter of oil, but only that in the city the people found expensive the price of 2 real for liter.

#### Conclusion

In a certain way we can verify that in spite of the small number of participants, the discussion brought for us technicians in a clear way that for the extrativismo in the area is still necessary the information on the cooperative extrativista, tends in view that in the city doesn't have. It was seen that they have interest in the proposals of formation of cooperatives, associations, agribusinesses.

#### (2) Remarks

In the Group of Agricultural Integration it was verified that the producers accept the production of Grains as form of only reforming the pastures to reduce the cost.

They don't get to see the production of Grains as alternative of diversifying his production increasing his income consequently because, they seat that the tendency of the area is of Livestock, besides if they identify as Cattle farmers and no Farmers.

There was a participation of a great producer originating from of Paraíba that has intentions of setting up a freezer in the area.

Most of the cattle farmers sells the ox "em pé" for the Insufficient freezer in the area.

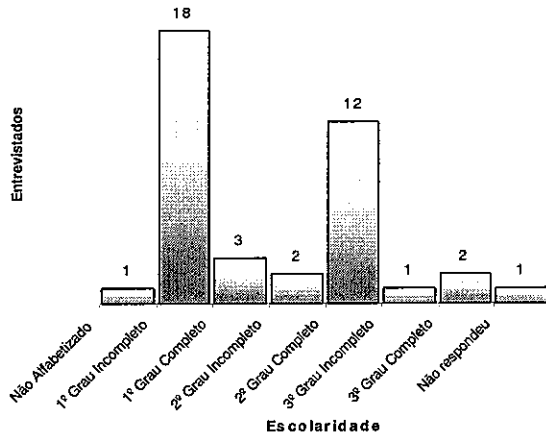
Regarding the other groups of the discussion there was a big participation of farmers of Settlement, that they accept any proposal that indicates improvements in his property due to his primary form of production

### (3) Participants profile

Interviewees: 40

#### Education

Half of interviewees have at most 2<sup>nd</sup> complete degree. 19 interviewees don't have the 1<sup>st</sup> complete. Two have the 3<sup>rd</sup> complete degree. The education level is low in this workshop.



#### Habitation conditions

The standard of construction of interviewees' homes is composed by covering of tiles, brick walls and cement floor. Therefore, there are 7 interviewees with standard composed by covering of straw, wood walls or clay and no floor.

Covering	Total
Tiles	30
Metallic or Asbestos	-
Straw or Sapé	7
Other	-
No answer	3
<b>Total</b>	<b>40</b>

#### Moradia

A maioria dos entrevistados possui um padrão de construção regular de suas casas. Todavia, em Ananás encontrou-se entre os entrevistados sete entrevistados com padrão baixo de moradia.

Walls	Total
Brick	20
Wood	11
Marinate or Clay	4
Straw, Bamboo or Sapé	2
Other	-
No answer	3
<b>Total</b>	<b>40</b>

Floor	Total
Ceramic, Paving stone or Rejunto	1
Cement	30
Wood	-
Ground or Clay	6
Other	-
No answer	3
<b>Total</b>	<b>40</b>

Treatment of the Water	Total
Treated	16
Without treatment	11
No answer	13
<b>Total</b>	<b>40</b>

Sources of Water	Total
Cistern	6
Well	9
Dams or river	13
No answer	12
<b>Total</b>	<b>40</b>

Hydro-sanitary conditions	Total
Channeled water, Bathroom and Cesspit	19
Channeled water	5
Channeled water and Bathroom	3
Bathroom and Cesspit	2
Cesspit	1
None	8
No answer	2
<b>Total</b>	<b>40</b>

Fuel for Kitchen	Total
Firewood and Gas	6
Gas	21
Firewood	10
Firewood, Gas and Coal	1
No answer	2
<b>Total</b>	<b>40</b>

Illumination of the Home	Total
Electricity	22
Oil	11
Gas	1
Motor	1
Oil and Candles	1
Candles and Other	2
No answer	2
<b>Total</b>	<b>40</b>

### Tratamento da água

Das formas de armazenamento e fonte de água relatadas, pode-se dizer que as mais encontradas são o poço e o rio. Boa parte dos entrevistados quando questionados sobre o tratamento de água apontam que há o tratamento para a água bebida, 13 entrevistados não responderam a esta pergunta e 11 informaram que não tratam a água que bebem.

### Condições hidro-sanitárias

A maioria dos entrevistados utiliza água encanada, banheiro e fossa em suas residências, entretanto outra parte considerável dos entrevistados apresentam condições sanitárias bastante precárias.

### Combustível para Cozinha

Dos 40 entrevistados, 21 utilizam gás para o cozimento dos alimentos e 10 utiliza apenas lenha.

### Iluminação da Moradia

A maioria (22 entrevistados) relatam ter luz elétrica em suas moradias. Entretanto, 17 entrevistados apontam não possuir eletricidade, utilizando óleo, gás ou motor para iluminação da moradia.

### *Production and Agricultural Handling*

In Pineapple, most of the interviewees is landlady of the lands. Having only three meeiros and one seated.

Ownership or Domain of the land	Total
Proprietor	34
Meeiro	3
Seated	1
No answer	4
<b>Total</b>	<b>40</b>

The extension of lands told by the interviewees demonstrates the following situation:

Size of the Property	Total
from 10 to 50 Hectares	16
from 50 to 100 Hectares	8
from 100 to 200 Hectares	5
from 200 to 320 Hectares	0
from 320 to 640 Hectares	1
from 640 to 1200 Hectares	0
from 1200 to 4000 Hectares	1
more than 4000 Hectares	2
No answer	7
<b>Total</b>	<b>40</b>

Considerando-se apenas a quantidade de terras e o limite de 320 ha para micro produtores, 640 para pequenos produtores e 1200 para médio produtores, estando acima de 1200 os grandes produtores, pode-se considerar que em Ananás responderam ao questionário 29 micro produtores, 1 pequeno produtor, nenhum médio produtor e 3 grandes produtores. Sete entrevistados não informaram o tamanho de suas propriedades.

About general conditions of their lands, 29 producer consider their good soil and seven don't consider.

Do you have a good land?	Interviewees
Yes	29
No	7
No answer	4

The interviewees that don't consider their land goods, four answer that don't nothing to improve the soil.

What do you do to improve the soil?	Interviewees
Correction	1
Mechanization	1
No answer	1
Anything	4

The interviewees that consider their land goods, 6 make manuring and correction of soil, 3 use tractors, 3 management the pasture and 6 don't make anything to improve the soil. Six don't answer.

What do you do to improve the soil?	Interviewees
Manuring	3
Correction	3
Use of tractors and mechanization	3
Control of pastures and pousio	3
Culture rotation and mechanization	1
Plants Leguminosas	1
Anything	8
No answer	6



On how they prepare the soil, 15 of the 40 interviewees said that use tractors to prepare the soil, 17 answered to prepare the soil manually and eight didn't answer to the subject.

How do you prepare the soil?	Interviewees
Tractors	15
Manual	17
No answer	8

About damages for some natural disaster, most of interviewees answered that don't suffer. 3 suffer some damage.

Some natural disaster or damage?	Interviewees
Yes	3
No	33
No answer	4

About handling and improvement of soil, most of them use manure to crop activities and don't use manure to pasture. Many interviewees don't answered the question.

Do you use manure to crop production?	Interviewees
Yes	12
No	18
No answer	10

Do you use manure to pasture?	Interviewees
Yes	3
No	20
No answer	17

Certified seeds?	Interviewees
Yes	9
No	21
No answer	10

Protection against diseases in the farming?	Interviewees
Yes	8
No	21
No answer	11

Protection against plague?	Interviewees
Yes	14
No	16
No answer	10

Mineral salt?	Interviewees
Yes	24
No	3
No answer	13

Do you use ration?	Interviewees
Yes	10
No	13
No answer	17

Veterinary products?	Interviewees
Yes	24
No	3
No answer	13

To who you do sell their products?	Interviewees
Direct to the consumer	13
Retail	8
Intermediate	4
Refrigerating	1
Wholesalers and Direct to the consumer	1
Wholesale	1
Don't Market	6
No answer	6

Does you finance costs production?	Interview
No	37
Yes	2
No answer	1

Financial agent	Interviewees
Bank of Amazonian S.A.	1
Bank of Brasil S.A.	1
No answer	38

Which Difficulties with the Credit?	Interviewees
No answer	18
Excess of bureaucracy	7
Excess of bureaucracy and access difficulty to the financings	2
Access difficulty	6
Little investment in the Brazilian livestock	1
Don't know	1
Insufficient resources	1
Insufficient planning	1
Insufficient information	1
Insufficient incentive and orientation	1
Insufficient agility in the documentation process	1

The most frequent problem were the excess of bureaucracy and access to financing. Most of producer don't answered to the question.

About the local technical support service, part of interviewees informed that don't receive technical support.

Do you received technical support?	Interviewees
Animal health	4
Use of the Soil	5
Use of the Soil, Control of Prague	1
Use of the Soil, Control of Prague, Animal Health, Sementes/Mudas and Irrigation	1
Control of curses	1
I glide of crops	1
He doesn't need technical support	4
He doesn't receive technical support	20
No answer	3

Wich suggestions to technical support service?	Interviewees
Agricultural technicians' consultantship	3
Regular visits of RURALTINS	1
Attendance of Veterinarians	1
To increase the number of technicians	4
Technicians' aid and implantation of courses	1
Agricultural inputs	1
Laboratories and schools for technical training	1
Larger financial support	1
Improvements in the service structure	2
That the respective service is created	1
Qualified technicians and maquinário	1
To have maquinário and access to the credit	1
Support to the communication means, hygiene and the proprietors' transport	1
Access easiness to the credit	2
He doesn't have suggestion or he didn't say	4
No answer	15

## 8. Aguiarnópolis Workshop

### (1) Activities

#### a) Participants

74 people were enrolled of the seventh workshop, accomplished on august 2 of 2000 in Aguiranópolis, They are the following profile:

Type of Participant	Amount
Producing mini	42
Small Producer	7
Medium Producer	5
Great Producer	2
Extratvistas	2
Technicians and Trainees	4
Representatives of Associations and Unions	4
Public authorities and ONG's	2
Other	6
<b>Total</b>	<b>74</b>

\* - Other: no producers and residents of the city.

This sample resulted of a field work accomplished by servants of the Secretariat of Production of the State of Tocantins. In this work the rural producers were invited for participate in the encounter. The objective of the field work is to get representatives of sectors as great, medium and small producers. For that, the rural union should contacted the rural workers' union, linked people to the extrativistas and small producers. In Aguiarnópolis, the quantity and quality of participant this event was good, in spite of there being a great number of mini producers, other types of producers attended the event, turning like this the significant sample.

## b) Discussion Contents

### *Grains-Livestock Integration*

As the method Circle of Aprendizagem Vivencial was accomplished the group of Integration Cattle Grains in the municipal district of Aguiarnópolis. They made part of this workshop 27 people being great and medium producers.

Of course has viability of the introduction of the process of Integration cattle grains. In elapsing of the works, they were lifted up the following topics:

#### Opinion

The acceptance was unanimous, since it is offered credit and specialized technical support.

#### Advantage

It generates job and income;  
Renewal of the pastures with smaller cost;  
Faster recovery of the capital;  
Alimentary Suplementação in the drought (silage and grains)  
Recovery of the soil.

#### Disadvantage

There is no market;  
High production cost;  
Climatic instability;  
Insufficient cooperatives;  
Irrigation need.

#### Types of Grains

Corn, sorghum, rice, bean, sunflower, broad bean, castor oil plant.

#### Pasture

Braquiaria brizanta, andropogon, kikuio, jaraguá.

#### Technical support

- Popularization of the paper of each organ;
- There is no technical support (Insufficient work conditions for the technicians).

#### Financial attendance

- High interests;
- Bureaucracy on the part of the banks;
- Insufficient information on the credit lines;
- Difficult credit for the medium and small producer;

#### Infrastructure

- Rural telephony doesn't exist;
- Majority of the producers without electric power;
- Local highways in good shape;

#### Market

For meats there are no commercialization problems after it weans her; for grains there is no market is alone for the family sustenance. In the opinion of the producers, the livestock brings safety for not depending on the government, the same doesn't happen in the production of grains, because this depends in a large part of government politics. In the lifted up technical vision for the group, the Integration cattle grains presents viability, since the foregoing problems are cured.

## Nucleus of Production

They participated at the workshop 30 people, being 12 belonging to associations of rural producers.

During the workshop they were several lifted up subjects regarding the proposal of production nucleus, relative to the organization, production priorities and existent difficulties in the moment for his accomplishment.

## Organization

In the area there are no cooperatives, however several associations exist. The main found difficulties refer to the obtaining of financial resources close to the government, due to the bureaucracy of the banks, mainly the Bank of Brazil. It is noticed a collective interest in obtaining information about the formation of cooperatives.

## Profile of the Producers and his Production

Most of the participants is proprietors of small areas, with some seated. The agriculture is basically of subsistence, with the commercialization of the surplus. There is creation of small animals, also destined to the own consumption. In spite of the livestock of milk without in small it climbs, there is an expectation of growth of the section, being necessary for this a technical support and specific orientation.

Regarding the difficulties for the implantation of the proposal were lifted up the following aspects:

- energy and highways;
- financial resources;
- Insufficient a laboratories of analysis of close soil;
- organization to sell the products;
- machines;
- deficient technical support.

They were outstanding still with areas or activities of interest the following ones:

- bovinocultura of milk;
- irrigated farmings;
- fish farming;
- project-pilot's implantation;
- dairy product;
- beekeeping.

## Conclusion

It is noticed an interest on the part of the producers in the presented proposal. A great dependence was observed in relation to the government, mainly in what it concerns the obtaining of financial resources and technical support. Another aspect is the lack of the producers in general information.

## Extrativismo and Environmental Conservation

### Participant

In the group, we had 10 people, being they divided in: fishermen, mineral extrativistas (it polishes and pebble), boatmen, barraqueiros and a cattle farmer. Among the participants, there were representatives of associations of the area, gone back to the fishing, boats of transport 9pequeno load), and of barraqueiros.

### Development of the Workshop

The discussions generated inside of the workshop went more intensely to the side of the environmental conservation than for the extrativismo, that because inside of the participants' group, the extraction representatives were not driven for the vegetable extraction, and only a little for the animal extraction.

Another point that was approached also at the workshop, was the financier-credit, in the sense that the interests were high and they also had difficulties with the financial agents' great bureaucracy and little access to the credit.

Among problems and proposed were: the little fiscalization of the organs fiscalizadores in the area, tends in view that the small number of technicians hindered the fiscalization and also the little technical support that they had, was not satisfactory and they didn't also supply the needs of the area. For so much they thought it was necessary there to be a decentralization of those organs, so that there was a better work.

Regarding the infrastructure of the municipal district, it was put that the same doesn't have a good structure at that time to welcome the tourism of beach and also in other times, because it doesn't have good or medium hotels, and that the people that for the city space in beach time, they stay in the neighboring city, that it is Narrow in Maranhão, taking like this the collection for the supra mentioned.

### Conclusion of the Technicians

It is ended that the workshop had a little low advantage regarding our expectations and we believed that it didn't reach the level of expected information and that also very few participants were framed in the objective proposed by JICA, to be developed in the group of Extrativismo and Environmental Conservation.

### (2) Remarks

Regarding the presented proposals there was a big acceptance on the part of the producers in introducing changes in the production forms. Only the Group of Extrativismo had little representativeness. There was not the participation of great producers in the area and there is an indicative on the part of the mobilization team that great producers don't exist in the area.

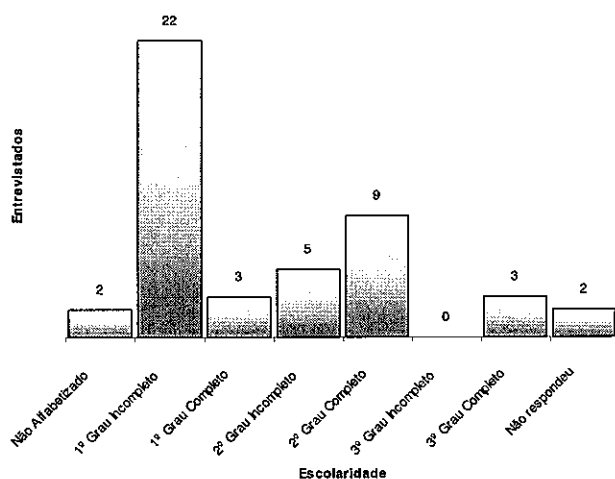
There is big interest for the production of Grains in the area and second information of the own producers the area possesses many grocery stores disabled by the Insufficient production. Associativismo was shown little representative, indicating that Associations don't exist well structured.

### (3) Participants profile

interviewees: 46

#### Education

The most frequent education degree was the 1<sup>st</sup> uncomplete (22). 41 have at most the 2<sup>nd</sup> complete degree. The education nivel was very low.



## Habitation Conditions

The standard of construction of interviewees' homes is composed by covering of tiles, brick walls and cement floor. Therefore, there are interviewees with standard composed by covering of straw, wood walls or clay and no floor.

### Home

Covering	Total
Tiles	34
Tiles and Sapé	1
Straw or Sapé	11
<b>Total</b>	<b>46</b>

Most of the interviewees possesses a pattern of construction of their reasonable houses. Though, in Xambioá he was among the interviewees about six respondents with low pattern of home.

Walls	Total
Brick	31
Wood	6
Marinate or clay	4
Straw, Bamboo or Sapé	3
Other	1
No answer	1
<b>Total</b>	<b>46</b>

Floor	Total
Ceramic, Paving stone or Rejunto	2
Cement	32
Wood	-
Ground or Mud	7
Other	1
No answer	4
<b>Total</b>	<b>46</b>

Treatment of the Water	Total
Treated	11
Without treatment	25
No answer	10
<b>Total</b>	<b>46</b>

### Treatment of the water

Of the storage forms and source of water told, it can be said that the more found are the well and the river. The interviewees' good part when questioned on the treatment of water appear that no there is the treatment for the drunk water, 10 interviewees didn't answer the this question and 11 informed that they treat the water that they drink.

Sources of Water	Total
Cistern	10
Well	19
Dams or river	11
No answer	6
<b>Total</b>	<b>46</b>

### Hidro-sanitary conditions

Most of the interviewees uses channeled water, bathroom and sewage in their residences, however other considerable part of the interviewees presents quite precarious sanitary conditions.

Hidro-sanitary conditions	Total
Channeled water, Bathroom and Cesspit	31
Channeled water	3
Cesspit	1
None	9
No answer	2
<b>Total</b>	<b>46</b>

### Fuel for Kitchen

Of the 46 interviewees, 23 use gas and firewood for the cozimento of the foods and 16 just uses gas.

Fuel for Kitchen	Total
Firewood and Gas	23
Gas	16
Firewood	6
Gas and Other	1
<b>Total</b>	<b>46</b>

### Illumination of the Home

Most (32 interviewees) they tell to have electric light in their homes. However, 14 interviewees point not to possess electricity, using oil or gas for illumination of the home.

Illumination of the Home	Total
Electricity	30
Electricity and Candles	1
Electricity, Gas and Candles	1
Gas	2
Gas and Candles	1
Oil	11
<b>Total</b>	<b>46</b>

### *Production and Agricultural Handling*

In Aguiarnópolis, most of the interviewees is landlady of the lands. Only having three leaseholding, two seated and two tenants.

Ownership or Domain of the Earth	Total
Proprietor	38
Leaseholding	3
Seated	2
Tenant	2
No answer	1
<b>Total</b>	<b>46</b>

The extension of lands told by the interviewees demonstrates the following situation:

Size of the Property	Total
from 10 to 50 Hectares	15
from 50 to 100 Hectares	8
from 100 to 200 Hectares	6
from 200 to 320 Hectares	7
from 320 to 640 Hectares	4
from 640 to 1200 Hectares	3
From 1200 to 4000 Hectares	-
More than 4000 Hectares	-
No answer	3
<b>Total</b>	<b>46</b>

Being just considered the amount of lands and the limit of 320 hectares for mini producers, 640 for small producers and 1200 for medium producers, being above 1200 the great producers, it can be considered that in Aguiarnópolis answered to the questionnaire 36 mini producers, 4 small producers, three medium producers and any great producer. Three interviewees didn't inform the size of their properties.

About general conditions of their lands, 40 producers answered that consider the soil good and 6 answer that don't consider.

Do you have a good land?	Interviewees
Yes	40
No	6

Of the interviewees that don't consider yours good land, 3 answered that nothing does to improve the land.

What do you do to improve the land?	Interviewees
Correction	1
Mechanization	1
Manuring	1
No answer	1
Anything	2



Of the interviewees that consider yours good earth, 9 make manuring and correction, 8 use tractors and machines, 5 make correction of the soil, 4 control pastures and 4 don't make anything for improvement of the quality of the soil. 11 interviewees don't answered.

What do you do to improve the land?	Interviewees
Manuring	5
Manuring, correction and level curves	1
Manuring and correction	1
Correction and level curves	2
It curves of level	1
Manuring and mechanization	2
Mechanization	4
Mechanization	2
Use of tractors	1
Use of machines	1
Pasture	1
Rotation of pastures	1
Pousio	1
Correction of the soil and irrigation of the pastures	1
Country	1
Anything	4
No answer	11

On how they prepare the land, 38 of the 46 interviewees said that they use tractors to prepare the land, 7 answered to prepare the land manually and eight didn't answer to the subject.

How do you Prepare the soil?	Interviewees
Tractors	38
Manual	7
No answer	1

To the they be questioned if they suffered damages for some damage or natural disaster in his property, most answered that it didn't suffer. It is observed that 13 interviewees answered that they suffered some natural damage.

Some damage or natural disaster?	Interviewees
Yes	13
No	26
No answer	7

Regarding the handling and improvement of the soil, the interviewees' good part uses fertilizer for the agricultural activities and most doesn't use fertilizer for the pastures.

Do you use agricultural fertilizer?	Interviewees
Yes	21
No	11
No answer	14

Do you use fertilizer for pasture?	Interviewees
Yes	9
No	30
No answer	7

46 interviewees in Aguiarnópolis informed that they use certified seeds, protection against diseases and protection against curses.

<b>Certified seeds?</b>	<b>Interviewees</b>
Yes	14
No	16
No answer	16

<b>Protection against diseases in the farming?</b>	<b>Interviewees</b>
Yes	11
No	20
No answer	15

<b>Protection against curses?</b>	<b>Interviewees</b>
Yes	12
No	18
No answer	16

Most of interviewees use mineral salt and veterinary products, they use supplementary food to cattle beef production.

<b>Mineral salt?</b>	<b>Interviewees</b>
Yes	31
No	8
No answer	7

<b>Do you use ration?</b>	<b>Interviewees</b>
Yes	16
No	22
No answer	8

<b>Produtos Veterinários?</b>	<b>Entrevistados</b>
Sim	36
Não	3
Não resposta	7

About commercialization, 15 have problems to sell your products and they generally sell to middlemen (20) and to retailers (10).

<b>To who do you sell your products?</b>	<b>Interviewees</b>
Intermediate	18
Middlemen and Retailers	2
Retail	8
Direct to the consumer	7
Wholesale	6
Don't Market	3
No answer	2

Regarding the contraction of credits to finance the costs of the production, eight interviewees hired agricultural credit, one in the Bank of Brazil and other in the Bank of the Amazonian.

<b>Do you finance costs production?</b>	<b>Interviewee</b>
No	37
Yes	8
No answer	1

Financial agent	Interviewees
Bank of Amazonian S.A.	7
No answer	39

Which credit difficulties?	Interviewees
No answer	13
High interest rates	8
High interest rates, excess of bureaucracy and difficulty for the small producer	1
Excess of bureaucracy	2
Excess of bureaucracy and the government's Insufficient agility	1
Excess of bureaucracy and access difficulty to the financings	1
Excess of bureaucracy and discrimination to the small producer	1
Excess of bureaucracy and Insufficient warranty	1
Excess of bureaucracy and insufficient financing	1
Excess of bureaucracy and terrible service	1
Excess of bureaucracy and selectivity	1
Access difficulty	2
Difficulty of access of the small producer	4
Insufficient information	2
Insufficient documentation of the property	2
Insufficient associations	2
Insufficient incentive of the Banks	1
He doesn't have difficulties	2

The problem more mentioned was the excess of bureaucracy and high interest rates, insufficient information and hard access. The producers demonstrated experience in credit. 13 producers didn't answer the question.

About the local technical support service, most of them didn't receive. Any areas of the assistance were mentioned such as animal health, commercialization and plague control.

Do you received technical support?	Interviewees
It doesn't receive technical support	35
No answer	5
Animal health	3
Commercialization	1
Control of study, Animal Health, Fertilizers and Seeds	1
Usage of the soil, Control of Plague, Animal Health, Credit, Fertilizers, Seeds, Plan of Crops,	1

Which suggestions to technical support service?	Interviewees
Government helps	3
Agricultural technicians' consultantship	2
To increase the attendance	2
To increase the attendance and to improve the quality	2
To increase the number of technicians	5
To increase the number of technicians and to improve the orientation	1
To increase the number of technicians and to improve service conditions	3
To increase the number of technicians and veterinarians	1
To increase the number of technicians in the area	1
Incentive of the Government	1
Larger incentive of the Government	1
To improve the conditions of the technicians' work	1
To improve the service	2
Improvements in the service structure	1

The service is good	1
He needs to get better	1
That the respective service is created	2
To have maquinário and access to the credit	1
He doesn't use the service	1
He didn't say	2
No answer	11
He doesn't have suggestion	1

## 9. Tocantinópolis Workshop

### (1) Activities

#### a) Participants

61 people were enrolled on the Tocantinópolis Workshop, accomplished on august 4 of 2000, they are the following profile:

Type of Participant	Amount
Producing mini	21
Small Producer	7
Medium Producer	4
Great Producer	-
Agribusiness	-
Extrativista	21
Technicians and Trainees	5
Representatives of Associations and Unions	-
Public authorities and ONG's	2
Other	1
<b>Total</b>	<b>61</b>

\* - Other: no producers, students, indefinite among others.

This sample resulted of a field work accomplished by servants of the Secretariat of Production of the State of Tocantins. In this work the rural producers were invited for participate in the encounter. The objective of the field work is to get representatives of sectors as great, medium and small producers. For that, the rural union should contacted the rural workers' union, linked people to the extrativistas and small producers. In Tocantinópolis, there are a great participation of extrativistas such as Coconut manufactures, apicultores and others.

#### b) Discussion conditions

##### *Grains-Livestock Integration*

As the method Circle of Aprendizagem Vivencial was accomplished the group of Integration Cattle Grains in the municipal district of Tocantinópolis. They made part of this workshop 15 people being medium producers and just one with more than 1.000 there are.

Of course has viability of the introduction of the process of Integration cattle grains. In elapsing of the works, they were lifted up the following topics:

##### Opinion

All favorable ones, some put that it was indispensable.

#### Advantage

- It generates job and income;
- Renewal of the pastures with smaller cost;
- Faster recovery of the capital;
- Alimentary Suplementação in the drought (silage and grains)
- Recovery of the soil.

#### Disadvantage

- There is no market for grains (mainly the rice);
- High production cost;
- Climatic instability;
- Insufficient cooperatives;
- Burning (regional culture "without fire there is no pasture").

#### Types of Grains

Corn, rice, bean, broad bean, cassava (even without being grain it was mentioned), soy (they lack information on the culture, if there is technical support there will be interest).

#### Pasture

Braquiaria brizanta, andropogon, kikuio, jaraguá. Some were mentioned experiences with tanzânia and mombaça.

#### Technical support

- It lacks popularization of the paper of each organ;
- Technicians without structure (car, fuels) to develop activities returned to the interest of the producer.

#### Financial attendance

- High interests;
- Bureaucracy on the part of the banks (averbações, warranties, negative certificates, etc.);
- Insufficient information on the credit lines;
- Difficult credit for the medium and small producer;
- Sometimes the credit is only liberated with support of political.

#### Infrastructure

- Rural telephony doesn't exist;
- Majority of the producers without electric power (municipal district of Nazareth);
- Bad conservation of the local highways;
- Insufficient freezers and slaughterhouses;
- Insufficient sanitary surveillance.

#### Market

- For meats there are no commercialization problems after it weans her; for grains there is no market (mainly for the rice), it is alone for family sustenance.
- After the end of the encounter of course the producers look upon with favor the integration cattle grains, since they are made specific studies inside of each activity to be developed in the area.

#### Nucleus of Production

They participated at the workshop 12 people, 5 belonged to associations of producers and two the other organization no government. They were present representatives of two associations of producing of the municipal district of Nazareth-Association of the Small Producing of Nazareth and Community Association of Nazareth-and the organization no government Homem Natureza.

During the workshop it forms lifted several subjects regarding the proposal of production nucleus, relative to the organization, production priorities and existent difficulties in the moment for his accomplishment.

### Organization

Some exist associations of producers in the area. The producers have great interest in forming associations and cooperatives and they see in that a good alternative for the development of the area.

One of the lifted up difficulties for the group was the Insufficient habit of the producers in working in group, due to the cultural subject, for which is necessary an understanding work in each community.

### Profile of the Producers and his Production

The producers possess small areas, average of 48 hectares, with subsistence cultures (basically the rice) little diversified. The livestock activity is the fort of the area. In the municipal district / area is the pasteurized milk (sacked), but the people, for habit, prefer the in - natura.

There are problems with the "cicada" and the caterpillar of the pastures, most of the producers doesn't have reservation area and it doesn't work with silage, the cattle is created in pasture regime with a single type of grassy (brachiarão).

The municipal district of Nazareth has potential for the production of diversified farming, with initiative of experience in rotation of cultures with rice, watermelon and green corn and the producers have interest. It also possesses good lands for the cultivation of vegetables and available water for the activities.

Some producers create swine and birds (tacky chicken and chicken). In the horticulture orange, poncã, mango is produced (beginning of the production), banana (still in implantation phase, with forecast of one year for the beginning of the crop), watermelon and corn. A producing of orange sells his production for Empress-MA.

In the area of the horticulture the difficulty of competition of the fruits was put produced at the place with the ones that come from outside and they are offered to the population by a very inferior price. Another lifted up aspect for the group was the low purchasing power of the local population, because I marry the production had a quantitative increase there would not be local consumer.

Regarding the proposal they were lifted up the following difficulties:

- to obtain ration for swine;
- financial resources;
- to work in group;
- information;
- projects;
- energy;
- deficient technical support;
- market.

### Other activities of interest

They were still outstanding as areas or activities of interest the following ones:

industrialization of the products to join value and mainly so that they can be transported and sold in other areas and states since the local market doesn't absorb the production;

market study;

to select the producers for the formation of associations in agreement with his vocation for a(s) atividade(s);

creation of bovid and ovinos;

creation of tacky chicken;

I motivate to the due babassu mainly to the existence of Tobasa (great babassu industry in the municipal district of Tocantinópolis);

informative lectures;

rural education;

units of demonstration;

beekeeping.

## Conclusion

There was an acceptance of the suitable proposals for the study, however, as for the bubalinos proposal, there is an Insufficient knowledge so much about the activity for the creation as for the consumption (cultural subject). The creation of bovid and ovinos was suggested in substitution to the bubalinos as viable for the small agriculture.

The horticulture is not expressive, however it has potential and interest for the planting of native fruits.

The group reinforced the need of creation of headquarters of provisioning in the area as alternative for the best commercialization of the products. Participant ONG works in the recovery of Ribeirãozinho and with environmental education.

## Extratativismo and Environmental Conservation

### Participant

This workshop counted with the 26 people's participation, being: 18 coconut quebradeiras, 2 apiculturists, 2 farming students, 4 interested earth proprietors in the activity extrativista and 1 fisherman (president of Cologne of Fishermen).

### Development of the Workshop

In the initiate discussion in the group, the subject of larger focus was related to the collection and break of the babassu coconut, where it was put with larger difficulty for this activity the work in properties of third, tends to divide the income (of half). Soon afterwards, the participants related as problems the price of the derived products of the babassu (almond = R\$ 0,40; it oils = R\$ 2,00 the liter and the coal to R\$ 0,07 the kilo) and also the inexistence of an association of coconut quebradeiras and that that is the main cause of the other problems.

Already the apiculturists appeared as the main problems, the Insufficient credit for the acquisition of matters and equipments apícolas, it was also pointed as problem, the burning and the deforestation, which affect in the honey production. They reached the conclusion that the creation of an association of apiculturists could be the solution to solve all of the identified problems.

The representative of the colony of fishermen mentioned that the only problem for the fishermen of the area is the Insufficient materials and fishing equipments. The earth proprietors mentioned that the largest problem for them was the Insufficient agricultural machines for the preparation of the soil, the Insufficient a laboratory of analysis of soils and the bad conditions of the technicians' of rural extension work (cars in bad conditions, Insufficient fuel).

### Conclusion of the Technicians

At the end of the workshop, we verified that the participants were emphatic with Master Plan proposals, related to the formation of associations and or cooperatives for the extrativismo activities and environmental conservation.

## (2) Remarks

In general the proposals were accepted with certain interest.

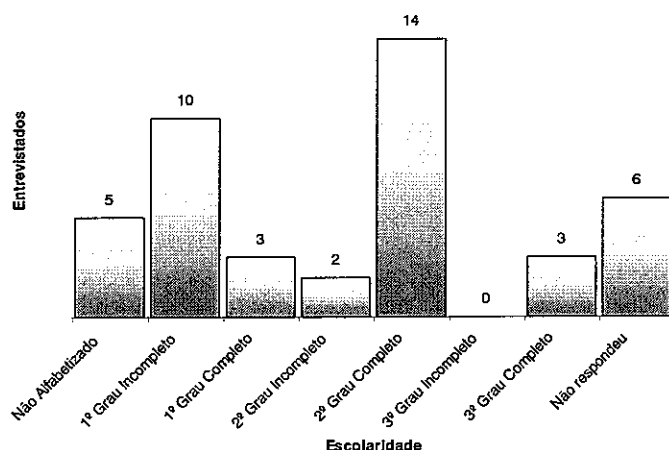
In the group of Nucleus of Production there was a big discussion as for the difficulty of marketing the production and it was put by a producer that that difficulty is due to the low quality and weak production, if they produced in amount and quality with certainty there would be many interested in buying the production. It was also mentioned the Insufficient Technical support and the low level of the technicians' training.

### (3) Participants profile

Interviewees: 43

#### Education

The education more found among the interviewees was the 2nd incomplete degree (14 interviewees). 15 of the 43 interviewees possess at the most 1st incomplete degree. The level of the participants' education was revealed of medium to lower.



#### Habitation conditions

The standard of construction of interviewees' homes is composed by covering of tiles, brick walls and cement floor. Therefore, there are 11 interviewees that have a habitation compose to covering of straw, clay walls and no floor.

Covering	Total
Tiles	30
Sapé	11
No answer	2
<b>Total</b>	<b>43</b>

#### Home

Most of the interviewees possesses a pattern of regular construction of their houses. However, he was a fourth of the interviewees with precarious home conditions.

Walls	Total
Brick	25
Marinate or clay	11
Straw, Bamboo or Sapé	3
Wood	2
No answer	2
<b>Total</b>	<b>43</b>

Floor	Total
Ceramic, Paving stone or Rejunto	2
Cement	20
Wood	1
Ground or Mud	13
Other	2
No answer	5
<b>Total</b>	<b>43</b>

Treatment of the Water	Total
Treated	22
Without treatment	14
No answer	7
<b>Total</b>	<b>43</b>

#### Treatment of the water

Of the storage forms and source of water told, it can be said that the more found are the well. The interviewees' good part when questioned on the treatment of water appear that there is the treatment for the drunk water, 7 interviewees didn't answer the this question and 14 informed that they don't treat the water that they drink.

Sources of Water	Total
Cistern	3
Well	18
Dams or river	7
No answer	15
<b>Total</b>	<b>43</b>



Hydro-sanitary conditions	Total
Channeled water, Bathroom and Cesspit	22
Channeled water	6
Cesspit	2
None	8
Bathroom	4
No answer	1
<b>Total</b>	<b>43</b>

#### Hydro-sanitary conditions

Most of the interviewees uses channeled water, bathroom and sewage in their residences, 11 the interviewees present quite precarious sanitary conditions.

#### Fuel for Kitchen

Of the 43 interviewees, 23 use gas for the cozimento of the foods and 8 just uses gas and other. Few just use firewood.

Fuel for Kitchen	Total
Firewood and Gas	5
Gas	23
Firewood	4
No answer	1
Other	2
Gas and Other	8
<b>Total</b>	<b>43</b>

#### Illumination of the Home

Most (36 interviewees) they tell to have electric light in their homes. However, 7 interviewees point not to possess electricity, using oil or candles for illumination of the home.

Illumination of the Home	Total
Electricity	36
Oil	6
Oil and Candles	1
<b>Total</b>	<b>43</b>

### Production and Agricultural Handling

In Tocantinópolis, most of the interviewees is landlady of the lands. There were just a leaseholder and 12 no respondents and these last ones can mean extrativistas (coconut quebradeiras for instance).

Ownership or Domain of the land	Total
Proprietor	29
Leaseholding	1
No answer	13
<b>Total</b>	<b>43</b>

The extension of lands told by the interviewees demonstrates the following situation:

Size of the Property	Total
from 10 to 50 Hectares	8
from 50 to 100 Hectares	8
from 100 to 200 Hectares	4
from 200 to 320 Hectares	2
from 320 to 640 Hectares	5
from 640 to 1200 Hectares	2
from 1200 to 4000 Hectares	-
more than 4000 Hectares	-
No answer	12
<b>Total</b>	<b>43</b>

Being just considered the amount of lands and the limit of 320 hectares for mini producers, 640 for small producers and 1200 for medium producers, being above 1200 the great producers, it can be considered that in Tocantinópolis answered to the questionnaire 22 personal computer producers, 5 small producers, two medium producers and any great producer. Twelve interviewees didn't inform the size of their properties, and all are of the branch extrativista.

To the they be asked about the general conditions of their lands, 20 producers answered that they consider the good earth and 9 answered that they don't consider.

Do you have a good land?	Interviewees
Yes	20
No	9
No answer	14

The interviewees that consider your land goods 3 don't make anything to improve it and four manuring and correct the soil.

What do you do to improve your land?	Interviewees
Manuring	1
Manuring and correction	1
Manuring and mechanization	1
Correction of the soil	1
No answer	2
Anything	3

The interviewees that consider your land goods 7 make manuring and correction, 2 aram the soil and pasture, one make burning and seven don't answered to the question.

What do you do to improve your land?	Interviewees
Manuring	2
Manuring and irrigation	1
Manuring and correction	1
Manuring and analysis of the soil	1
Correction	1
Correction of the soil	1
Pasture	1
To plow the soil	1
Country	1
Burned	1
No answer	7
Anything	2

About the soil preparation, 20 interviewees saw that are using tractors to prepare the soil, 8 prepare manually and 15 are rural workers.

How do you prepare the soil?	Interviewees
Tractors	20
Manual	8
No answer	15

About damage for natural disaster in their properties, most of them answered that don't suffer. Only four producers suffered.

Some damage or natural disaster?	Interviewees
Yes	4
No	14
No answer	25

About handling and improvement of the soil, a little part of interviewees use manure to crop activities and pasture.

Do you use agriculture manure?	Interviewees
Yes	12
No	10
No answer	21

Do you use manure to pasture?	Interviewees
Yes	8
No	20
No answer	15

13 interviewees informed that they use certified seeds. Few use protection against diseases and against plague.

Certified seeds?	Interviewees
Yes	13
No	9
No answer	21

Protection against diseases in the farming?	Interviewees
Yes	8
No	13
No answer	22

Protect against plague?	Interviewees
Yes	6
No	14
No answer	23

Most of the producers uses mineral salt and veterinary products, and many of them use ration or alimentary supplement for the production cattle farmer.

Do you use mineral salt?	interviewees
Yes	25
No	3
No answer	15

Do you use suplement food?	interviewees
Yes	7
No	15
No answer	21

Veterinary products?	interviewees
Yes	25
No	3
No answer	15

To who do you sell yours products?	Interviewees
Direct to the consumer	14
Intermediate	11
Middlemen and Retailers	2
Retail	3
Retailers, direct to the consumer and other	1
Wholesale	2
No answer	8

Don't Market	2
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About credit to finance production costs, nine interviewees acquire agricultural credit, two of the Bank of Brasil and three on Bank of Amazonia.

Do you finance yours costs?	Interviewees
No	19
Yes	9
No answer	15

Financial agent	Interviewees
Bank of Amazonian S.A.	3
Bank of Brasil S.A.	2
No answer	38

Which Difficulties with the Credit?	Interviewees
No answer	23
Excess of bureaucracy and access difficulties to the financings	3
Excess of bureaucracy	3
Credit is long to be approved	2
High interest rates	1
High interest rates and payment difficulty	1
High interest rates and difficulty for the small producer	1
High interest rates and excess of bureaucracy	1
High interest rates, excess of bureaucracy and correction	1
Access difficulty	1
He never acquired the credit service	1
Payment difficulty and Insufficient incentive	1
Insufficient associations	1
Insufficient documentation of the property	1
He doesn't have difficulties	1
High interest rates, excess of bureaucracy and little period for payment	1

The problem more stood out by the producers was excess of bureaucracy and high interest rates, besides access difficulties, the producers demonstrate in a general way to have certain experience in the search for the bank loans. Twenty-three producers didn't answer to the subject.

Regarding the regional service of technical support, the participants' good part informed that it doesn't receive technical support. Most of the interviewees alleged that it doesn't receive attendance. Some were mentioned areas of attendance as animal health, credit and use of the soil. In spite of most of the interviewees not to receive technical support, these demonstrate to need of the service.

Do you receive technical support?	Interviewees
No answer	17
He doesn't receive technical support	13
Control of Prague, Animal Health and Credit	1
Fertilizing	1
Fertilizers and Credit	1
He doesn't need technical support	1
Animal health	3
Animal health and credit	1
Animal health, Credit and seeds	1
Use of the Soil and Animal Health	1
Use of the soil, Control of Prague, Animal Health, Credit, Fertilizers, seeds, Plan of Crops,	1

Use of the Soil, Control of Prague, Animal Health, Credit, Seeds and Seedlings and Credit	1
Use of the Soil, Control of curses, Animal Health, Fertilizers and Credit	1

Which Suggestions for the Technical support?	Interviewees
He didn't suggest	21
He doesn't have suggestion	1
He helps of the government	2
Attendance to the technicians in the area of transports	1
Specialized technical support	1
To increase the attendance	2
To increase the attendance and to improve the quality	2
To increase the number of technicians	4
To increase the number of technicians and to improve the orientation	1
To increase the number of technicians and the number of visits	1
The local technicians' training	1
Fiscalization in the organs	1
Larger financial support	1
To improve the conditions of the technicians' work	2
Improvement in the transports	1
Qualified technicians and maquinário	1

## 10. Buriti do Tocantins Workshop

### (1) Activities

#### a) Participants

92 people were enrolled of Buriti do Tocantins workshop, accomplished on august 9 of 2000, they are the following profile:

Type of Participant	Amount
Producing mini	66
Small Producer	3
Medium Producer	-
Great Producer	-
Agribusiness	-
Extrativistas	12
Technicians and Trainees	4
Representatives of Associations and Unions	2
Public authorities and ONG's	3
Other	2
<b>Total</b>	<b>92</b>

\* - Other: no producers and residents of the city.

Esta amostra resultou de um trabalho de campo realizado por servidores da Secretaria da Produção do Estado do Tocantins. Neste trabalho convidou-se os produtores rurais para participarem do encontro. O objetivo do trabalho de campo é conseguir representantes de setores como grandes, médios e pequenos produtores. Para isso, deve haver o contato com o sindicato rural, o sindicato dos trabalhadores rurais, pessoas ligadas à atividade extrativista e pequenos produtores.

This sample resulted of a field work accomplished by servants of the Secretariat of Production of the State of Tocantins. In this work the rural producers were invited for participate in the encounter. The objective of the field work is to get representatives of sectors as great, medium and small producers. For that, the rural union should contacted the rural workers' union, linked people to the extrativistas and small producers. In

Buriti do Tocantins, the quantity of participant was most of forecasted there are many 33 producers of the settlements and many "quebradeiras" of babaçu coconut. There aren't great producers.

## b) Discussion Contents

### *Grains-Livestock Integration*

Initially it was made a socialization with the producers and, soon afterwards, the methodology of operation of the work group was explained, where it was spoken that it would be an informal work. Therefore after this stage of psychological relaxation, the exhibition of the theme Integration Cattle Grains was begun.

It was approached the technical aspects, the advantages and disadvantages and as it works in practice, examples of experiences were mentioned in other States of the Federation, especially Mato Grosso do Sul.

They found out the aspects of the maintainable development as strategy of the Government of the State, in the which Master Plan, and the agreement is inserted between JICA and the Government from Tocantins.

### *Opinions*

All agreed coma proposed presented.

### *Advantages*

They ended that it improves the suplementação of the ration, it reduces the burning, it generates job and income, it brings the development for the city, it develops the local market, it increases the productivity of the property, it wears out less defensive agricultural, it increases the production of milk, it reduces the production costs and they recompose the degraded soil.

### *Disadvantages*

As for the disadvantages, the producers mentioned: problems with mechanization due to the presence of the babassu, difficulties in removing the production of the farm, the existence of several curses the climatic subject and the porosity-humidity of the soil and the rigorous environmental legislation.

### *Infrastructure*

The present producers informed in way categorical, and even exalted, the terrible state of the local highways, the Insufficient dryer and grocery store for grains, the Insufficient electrification and rural telephony, especially the cellular telephony, absence of machines and agricultural implements for the medium and small producers, absence of agriculture industries, indication of widespread corruption in the municipal district, mainly in the state and federal governments' works (INCRA), Insufficient fiscalization in these works.

### *Technical support*

As for the technical support, the producers made emphatic praises to the technicians of Ruraltins and Adapec, but they criticized for the Insufficient laboratory of soil analysis, Insufficient veterinary doctor in the area, absence of hand of work specialized, Insufficient technical conditions to do exams of diseases infect-contagious, Insufficient accredited salespersons of vaccines, deliberate monopoly of the agricultural machines for the Municipal and State Government-the Mayor of the Municipal district of Buriti of Tocantins reserves the tractors just for yours appeased political, not assisting like this the producers.

### *Types of Grains*

It was explained that the types of grains adapted well to the area with appropriate technologies and that they are disposed to cultivate them in their properties: soy, rice, corn, broad bean, bean, guandú, sunflower, sorghum, sesame, castor oil plant, cotton.

### *Types of Pastures*

The producers informed that the braquiarião is the type more used, following by Kikuyo, gramão and jaraguá. They alleged that the mombaça, tanzânia and andropogon are not well happened in the area.

### *Financial attendance*

The revolt scream was unison for the producers no satisfied with the Insufficient bank agencies in the municipal district, high interests, absence of credits for the medium and small producer, bureaucracy exaggerating, Insufficient information on the systems of credits, FNO, only for the four great producers, while the Bank of us doesn't work in the municipal district.

### *Market*

The market for cut and for milk it is in frank expansion, according to the producers.

Meat-the local production doesn't assist to the demand. Milk-also the production doesn't assist the search, being observed that today all the producers that participate in this work group live basically of the proportionate income for the commercialization of the milk.

Soon afterwards, rioted, the producers were positioned in an unanimous way by the high cost of production of the milk due to the Insufficient race accessible milk pan. As for the market of grains, it is quite wide and promising, and the local producers in a small minority just plant for the own consumption, while the others the products that need the south of the State matter and of the Country.

### *Environment*

Conservation - the complaint was general that the district attorney of IBAMA and of NATURATINS they fine without at least to go to the property. Constant concern of the producers as for the rigidity of the Federal and State legislations.

### *Nucleus of Production*

They participated at the workshop 53 people. Due to the great number of participants it was done necessary the redivisão of the same ones in two groups. Of the first group they announced 26 people, being 17 belonging to projects of seatlement of the Area, 3 belonging to other rural communities and the others didn't possess properties.

The following projects of seatlements were acted: P. A. Sandbank, P. A. Drop Of water, P. A. Tobasa, P. A. Araguaia, P. A. Good Hope, P. A. Green gold, P. A. Good Luck, P. A. Ebb tide, P. A. New Star and P. A. Santa Cruz.

During the workshops they were several lifted up subjects regarding the proposal of production nucleus, relative á organization, production priorities and existent difficulties in the moment for his accomplishment.

### *Organization*

Associations of producers exist in all of the projects of seatlements and it is in creation phase a cooperative of producing of milk of the Projeto Bacia Leiteira in the municipal district of Buriti of Tocantins. The participants' great majority belonged her/it some association. There was interest in the production in an organized way and integrated among the projects of seatlements and in the formation of cooperatives. Although there is interest, community works are not accomplished, except in P. A. Santa Cruz, where there is a community farming.

### *Profile of the Producers and his Production*

The producers possess small areas, average of 42 hectares. The production is basically of subsistence (rice, bean, corn and cassava). Some producers produce in small climbs cupuaçu, coconut of the beach, cashew, orange, among other and they market in the own municipal districts. In some cases these products are marketed in Empress - MA and Belém-SHOVEL.

It was lifted up for the group the difficulty of local market if there is an increase in the production of the area. Due to this there is need of a market study. Regarding the vegetables, there is interest, however the producers don't have enough information for the transport of the activity.

The water was lifted as problem at that time of the rains causing floods and at that time of the drought it lacks water even for the consumption of the families.

In what they refer to small animals, there is interest in the creation of tacky chicken for the commercialization. Today it is created in small climbs and it possesses local market for the sale. With the installation of energy, there is interest in creation of cut chicken.

Some producers create swine (type takes a bath) in small amount and they market in the municipal district, many abandoned the activity due to his high maintenance costs.

As for the bubalinocultura, there is no tradition in the creation and in the meat consumption, milk and flowed. For the producers, the bovine of viable milk, because all possess bovine of milk and they remove milk in small climbs.

It was still lifted the difference of the values of the table used by the banks for the elaboration of projects and the real price of purchase.

In the farmings, there are problems of diseases in some cultures as the rice, corn, bean, cassava, fruits (cashew and orange) and curses in the pastures (roast-fish). Most of the properties presents or it already presented some problems of curses or diseases.

Regarding the proposal they were lifted up the following difficulties:

- support of the Municipal district and of the State;
- electric power;
- market study;
- Insufficient information about the creation of buffalos;
- existence of curses in the farmings;
- weak and unproductive soils due to the Insufficient appropriate handling and culture rotation;
- inexistence of financial resources;
- drainage of the production;
- reception of water in some areas;
- machines and equipments;
- highways to drain the production, mainly the local ones;
- deficient technical support due to the little number of technicians in the area;
- absence of technical knowledge;
- community organization;
- uncontrolled burning.

Other activities of interest

- They were still outstanding as areas or activities of interest the following ones:
- beekeeping;
- fish farming;
- horticulture (açai and acerola);
- bovinocultura of milk in substitution to the buffalo;
- creation of tacky chicken;
- distribution and / or acquisition of seeds and seedlings for reforestation;
- use of selected seeds;
- support to the horticulture;
- creation of dams;
- access easiness the credit;
- fertility study and correction of the soils;
- organization among the communities.



## Conclusion

There was an acceptance of the suitable proposals for the study, except regarding the buffalos. A larger concern was observed with the environment, with interest of the producers in recovering areas with native plants, mainly it kills them ciliary.

The Insufficient infrastructure, mainly highways and electric power, financial resources and information impede the development.

## *Conservation of the Environment and Extrativismo*

The workshop counted with the 24 people's participation and: 13 were coconut quebradeiras; 01 person was of the Commercial Association of Buriti of Tocantins; 01 fruticultor; 04 apiculturists: and the remaining was teachers and technicians of Ruraltins and of Adapec.

In the discussions of the group they were lifted up the following problems: low price of the babassu, depreciation of the work of the coconut quebradeiras for the middleman, dropped of the palm trees, restriction of the collection of the babassu on the part of some farmers, Insufficient a babassu reservation, Insufficient work alternatives.

The apiculturists appeared as main problems the devastation of the pastures apícolas through the burning and disordered deforestation, rural credit of difficult access, deficient technical support due to the Insufficient technical training in the activity apícola, existent number of technicians in the area is deficient to assist them.

The fruticultor mentioned several problems related with the activity extrativista, as for instance the problem of the commercialization of the products of the babassu, the work semi-slave of the coconut quebradeiras, due to his commercialization through I change him. they also mentioned that the quebradeiras should seek new alternatives to improve the life conditions. In the general, it put the technicians' of the area Insufficient training as a great difficulty to review new alternatives and technologies adapted to the area.

The teachers mentioned as environmental problem the farmers' Insufficient understanding, that they don't respect the environmental norms of deforestation and burning, that they are not also punished by that.

The proposals mentioned to minimize the difficulties were:

- To equip and to make available the technical support
- Exchange with the research institutions (EMBRAPA)
- Diversification of the activities
- The technicians' training and producers (professionalization)
- Creation of central commercialization
- Negotiation so that the school agrotécnica adapts his teaching to the conditions of the area
- Improvement of the infrastructure (energy, highways, etc.)
- Simplification of the environmental processes
- Exchange with projects of systems agroflorestais that are in practice
- Reforestation of areas degraded with native species and adapted to the area
- Formation of cooperatives
- Invigoration of the organizations already existent
- Incentives to the conservation of the palm trees of forests ciliary, and other
- To diffuse and to make available technologies for the preparation of the soil
- Environmental organs acting more in the education and information
- Development of pilot projects of maintainable activities

## Conclusion

After the discussions of the group, we noticed that most of the participants demonstrated that they already possess great interest in to form cooperativas/associações and to strengthen the existent, as well as interest in participating in environmental programs, because it was mentioned by several participants the importance of the maintenance of the you reserve forest (babassu) and the forest recomposição of the

deforested areas and degraded (for instance the ciliary forest). As for the technical support, they demonstrated interest that the same is executed in agreement with the regional characteristic (cultural and environmental).

(2) Remarks

There was an expectation for the organization of Workshop that in this municipal district there was a larger participation of extrativistas however, according to the technicians' of the area information the same ones were in another event. Regarding the presented proposals there was great interest on the part of the participants in adopting them.

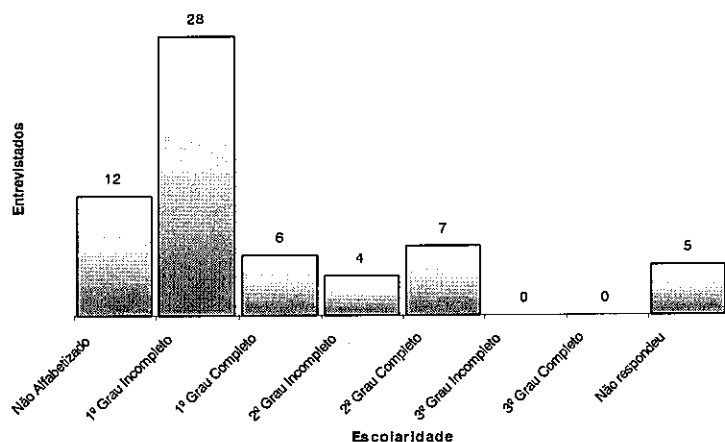
The acceptance of the proposals this directly related to the knowledge and culture of the area. In the case of the Nucleus of Production for instance, the producers would like to adopt the cultivation of Vegetables however, they ignore the techniques to begin the production. The Horticulture was pointed as a good alternative for the area, having producers already investing in that activity, with the cultivation of Cupuaçu, Açaí, among others.

(3) Participant profiles

Interviewees: 62

**Education**

The education degree most frequent was the 1<sup>st</sup> uncomplete degree. 50 interviewees have at most 2<sup>nd</sup> uncomplete degree. The level of education of the participants was very low.



**Habitation conditions**

The standard of construction of interviewees' homes is composed by covering of tiles, brick walls and cement floor. Therefore, there are 29 interviewees with standard composed by covering of straw, wood walls or clay and no floor.

Covering	Total
Tiles	32
Metallic roof	1
Wood	1
Thatch or Straw	26
Other	1
No answer	1
<b>Total</b>	<b>62</b>

**Home**

The interviewees' half possesses a pattern of regular construction of their houses. However, they were the interviewees' other half practically with precarious home conditions.

Walls	Total
Brick	24
Marinate or Clay	15
Straw, Bamboo or Thatch	7
Wood	11
No answer	5
<b>Total</b>	<b>62</b>

Treatment of the Water	Total
Treated	24
Without treatment	15
No answer	23
<b>Total</b>	<b>62</b>

Fontes of Water	Total
Cistern	11
Well	31
Dams or River	3
Other	2
No answer	15
<b>Total</b>	<b>62</b>

Hidro-sanitary conditions	Total
Channeled water	14
Channeled water, Bathroom and Cesspit	6
Channeled water and Bathroom	6
Channeled water and Cesspit	2
Cesspit	11
None	17
Bathroom	2
Bathroom and Cesspit	1
No answer	3
<b>Total</b>	<b>62</b>

Fuel for Kitchen	Total
Firewood and Gas	7
Gas	25
Firewood	13
No answer	2
Other	1
Coal	3
Gas and Other	11
<b>Total</b>	<b>62</b>

Floor	Total
Ceramic, Paving stone or Rejunto	1
Cement	27
Ground or Gray	29
Other	3
No answer	2
<b>Total</b>	<b>62</b>

#### Treatment of the water

Of the storage forms and source of water told, it can be said that the more found are the well and the cistern. The interviewees' good part when questioned on the treatment of water appear that there is the treatment for the drunk water, 23 interviewees didn't answer the this question and 15 informed that they don't treat the water that they drink.

#### Hidro-sanitary conditions

Most of the interviewees presents quite precarious conditions of the system hidro-sanitarium, and 28 use water channeled in their residences.

#### Fuel for Kitchen

Of the 62 interviewees, 43 use gas for the cozimento of the foods and 16 just use firewood or coal.

#### Illumination of the Home

The interviewees' good part tells to have electric light in their homes. However, most points not to possess electricity, using oil or other fuels to illuminate the home.

Illumination of the Home	Total
Electricity	26
Electricity and other	3
Oil	22
Oil and Candles	3
Gas	3
Candles	5
<b>Total</b>	<b>62</b>

### Production and Agricultural Handling

In Buriti of Tocantins, most of the interviewees drift of settlements of INCRA, following by a good part of proprietors of lands. There were only two leaseholding and two tenants.

Ownership or Domain of the Land	Total
Proprietor	27
Seated	31
Leaseholding	2

Tenant	2
Total	62

The extension of lands told by the interviewees demonstrates the following situation:

Size of the Property	Total
from 10 to 50 Hectares	39
from 50 to 100 Hectares	11
from 100 to 200 Hectares	2
from 200 to 320 Hectares	4
from 320 to 640 Hectares	3
from 640 to 1200 Hectares	-
from 1200 to 4000 Hectares	-
More than 4000 Hectares	-
No answer	3
Total	62

Being just considered the amount of lands and the limit of 320 has for mini producers, 640 for small producers and 1200 for medium producers, being above 1200 the great producers, it can be considered that in Buriti of Tocantins answered to the questionnaire 59 mini producers, 3 small producers, any medium producer and any great producer. Three interviewees didn't inform the size of their properties.

To the they be asked about the general conditions of their lands, 49 producers answered that they consider the good earth and 13 answered that they don't consider.

Do you have a good land?	Interviewees
Yes	49
No	13

The interviewees that consider your land good, only four answer that do anything to improve it, nine don't make nothing to improve the soil.

What do you do to improve the soil?	Interviewees
Manuring and handling adapted	1
Anything	9
Country	2
Culture rotation	1

Of the interviewees that consider yours good land, 29 didn't answer or they don't make anything. What indicates the bad use of the soil.

What do you do to improve the soil?	Interviewees
No answer	23
Anything	6
He plows the soil	4
Burned	3
Mechanization	4
Avoid burned	2
Manuring	2
Burning and country	2
Varied planting	1
Mechanization and technical labor	1
Avoid burned and pasture shade	1

About the soil prepare, 52 interviewees saw that treated manually the soil and eight used tractors to land.

How do you prepare the soil?	Interviewees
Tractors	8
Manual	52
No answer	2

To the they be questioned if they suffered damages for some damage or natural disaster in his property, most answered that it didn't suffer. It is observed that the interviewees' good part answered that they suffered some natural damage.

Some damage or natural disaster?	Interviewees
Yes	18
No	36
No answer	8

Do you use agricultural manure?	Interviewees
Yes	2
No	54
No answer	6

Do you use manure to the pasture?	Interviewees
Yes	3
No	49
No answer	10

Do you use certified seeds?	Interviewees
Yes	3
No	50
No answer	9

Do you protect against crop illness?	Interviewees
Yes	15
No	39
No answer	8

Do you protect against weeds?	Interviewees
Yes	27
No	30
No answer	5

Do you use mineral salt?	Interviewees
Yes	41
No	11
No answer	10

Do you use racion?	Interviewees
Yes	5
No	43
No answer	14

Veterinary products?	Interviewees
Yes	37
No	12
No answer	13

About commercialization, half or interviewees have trading problems. They sell their products to consumer (24) and to middlemen (16).

To who do you sell your product?	Interviewees
Direct to the consumer	15
Intermediate	11
Middlemen and Direct to the consumer	4
Middlemen and Retailers	1
Wholesale	8
Don't Market	4
No answer	4
Other	3
Cooperative	3
Retailers and Direct to the consumer	3
Retail	2
Retailers and Wholesalers	1
Cooperatives and Other	1
Cooperatives and Direct to the consumer	1
Wholesalers and Direct to the consumer	1

About credit to finance production costs, nine interviewees used agricultural credit on Bank of Amazonian.

Do you finance your production costs?	Interviewees
No	47
Yes	9
No answer	6

Financial agent	Interviewees
Bank of Amazonian S.A.	7
Don't have	48
No answer	7

Which credit difficulties?	Interviewees
No answer	30
Excess of bureaucracy	7
Access difficulty	5
High interest rates	5
Insufficient information	3
It doesn't have difficulties	2
High interest rates and excess of bureaucracy	2
Fear of losing the earth	1
Insufficient associations	1
Insufficient technical support	1
Insufficient technical attendance	1
Excess of bureaucracy and insufficient financing	1
It is long in the liberation of resources	1
Inefficient association	1
High interest rates, excess of bureaucracy and Insufficient information	1

The problem more mentioned was the excess of bureaucracy and high interest rates, also access difficulties. The producers generally don't have experience on search of credits. 30 producers don't answer to the question.

About the local technical support service, most of producers don't receive it. Among those that received, the area mor mentioned was animal health.

Do you received technical support?	Interviewees
He doesn't receive technical support	42
No answer	9
Animal health	4
Animal health and control of curses	2
Credit	1
Glide of crops	1
Seeds / Seedlings and Plan of Crops	1
Use of the Soil	1
Use of the Soil, Animal Health and Commercialization	1

Which suggestions to technical support system?	Interviewees
It didn't suggest	26
That the respective service is created	5
To implant attendance with permanent disposition	1
To increase the attendance and to improve the quality	1
To increase the attendance	5
To increase the number of technicians	12
To increase the number of technicians and cars	1
To increase the number of technicians and improvement of the highways for visits to the	1
He helps to look the creations	1
Attendance in the property	1
Specialized technical support	2
To build highways	1
Machines and technical support	2
To improve transports	1
Don't know	1
Regular visits	1

#### 11. Sitio Novo do Tocantins Workshop

##### (1) Activities

##### a) Participants

78 people were enrolled on the Sítio Novo do Tocantins Workshop, accomplished on august 11 of 2000, they are the following profile:

Type of Participant	Amount
Producing mini	42
Small Producer	6
Medium Producer	-
Great Producer	2
Extrativistas	14
Technicians and Trainees	7
Representatives of Associations and Unions	1
Public authorities and ONG's	4
Other	2

\* - Other: no producers and residents of the city.

This sample resulted of a field work accomplished by servants of the Secretariat of Production of the State of Tocantins. In this work the rural producers were invited for participate in the encounter. The objective of the field work is to get representatives of sectors as great, medium and small producers. For that, the rural union should contacted the rural workers' union, linked people to the extrativistas and small producers. In Sítio Novo do Tocantins, the quantity and quality of participants was good, there are a great participation of extrativistas and small producers.

## b) Discussion Contents

### *Grains-Livestock Integration*

After the opening of the works and of the traditional presentations of the programming, of the master plan and of the proposed themes, as well as, of the divisions of the groups for theme, the specific activities began at the workshops:

As form of relaxing the participants, the workshop began with a group dynamics. Later, it was made an abbreviation explanation on the proposed theme and on the operation of that work. Soon afterwards, it was thrown to the group in that tried to know the participants' opinions as for his feelings as cattle farmers, now. The answers, had, partly, positive sense and on another side a feeling of abandonment was observed on the part of the federal and state governments.

He wondered, to proceed, on his opinion in relation to the proposed system of integration livestock-grains, and the answers were in his favorable majority to the system. Besides, many of them already know him and they practice him, although, just with the use of grassy, such as: corn and rice (the main ones). Technician João Vidal, replied, however, if with the use of the soy the advantages would not be larger for the soil and, consequently, for the grass to be introduced. The answers, then, they were divided in their points of views, and some presented the inherent disadvantages to the area of altered relief, stony soil and Insufficient support technician, of market, of machines and inputs, this last one, especially, in relation to the limestone, that it presents high cost, so much of the product in itself, as of the freight. Other producers, however, they already considered that in a part of the properties the advantages of plane relief are presented the smoothly wavy, as well as, of soil without impediment and deep.

When questioned on the technical support, the present producers said that there are already technicians' lack and deficiency in training of the existent. In relation to attendance creditícia, they informed that the big and first difficulty of the area is the distance of the bank agencies, what impedes them of they move better financially.

Already with reference the species of plants cultivated for pastejo of the bovine flock, which one found was in the great majority the *Brachiaria brizantha* and the *Brachiaria humidicula*, more some (2 of them), they already make some tests with tanzânia and mombaça, but without results, still.

Regarding Infrastructure, it was observed that the only complaints that they were evidenced, were as the local highways, in precarious conditions. Already the state highways are being paved. They informed, also, that the conditions of communications and energy, they are precarious.

As for the market of their traditional products the great claim is the presence of a freezer the closest possible, since they are in the middlemen's hands that monopolize the commercialization. Besides, they also complained of the prices practiced in relation to the other states of the South of the country.

In spite of the evidences, a last question was thrown to the members of the group, as for his/her expectations with the future of the area. The answers were very positive, where they were a big optimism.



## *Nucleus of Production*

### *Presentation*

The present report has for objective to present the synthesis of the works accomplished at the Workshop of Nucleus of Production, during Workshop of New Ranch. They participated at the workshop 22 people, and 16 were part of rural associations of the area. Of the 22 participants, 07 belonged to settlements of INCRA. Of the participants of the group, only 03 were not proprietors of immobile rural.

During the workshop they were several lifted up subjects regarding the proposal of production nucleus, relative to the organization, production priorities and existent difficulties in the moment for his accomplishment. Those information should be to complement the study of the development strategies for the North and Extreme-north Area of the State of Tocantins.

### *Organization*

Some exist associations of producers in the area. The associations present in the meeting was: Association Agricultural Club of New Ranch; Association of the Mini and Small Farmers of the Assentamento São João (40 associated families); APABA; ALABA; Association of Small Producing of São Miguel. The associations are looking for credits close to the banks to foment the production.

### *Profile of the Producers and his Production*

The producers possess small areas, with subsistence cultures, basically the rice, bean, corn, cassava, broad bean. In the horticulture there is orange production, avocado, acerola, cupuaçu, also produced for consumption of the family.

Most of the participants of the group markets only the surplus, proving a farming basically of subsistence.

As for the animals, the swine are created (type takes a bath), tacky chickens. And the producers are interested in creating the tacky chicken commercially, since they look upon with favor the market of the area for this activity, lacking, so that this takes place the financial resource and the technical orientation.

As the creation of buffalos proposed by the study, the participants at the beginning don't find the viable creation, and they prefer in the moment the creation of bovine of milk. The a disinformation on the part of the participants as the creation of buffalos. But some were shown with certain interest house there are more information on the subject.

There is a dissatisfaction as for the government's programs that review for the associations inputs for the community farming, because the inputs are reviewed with arrears.

The projects that the banks approve have in most the values desatualizados in relation to the market prices, what takes the producers acquire in smaller amount or inferior quality the necessary inputs to develop the projects.

Regarding proposal they were lifted up the following difficulties:

- Insufficient machines for the preparation of the soil;
- Insufficient organization of the producers (associations and cooperatives);
- Deficient technical support;
- High interests (loan bank employees);
- The agents' repassadores of credits oficiais (Bancos bureaucracy);
- Coming resources of official credits are liberated with delay;
- Insufficient water in some areas (even water for human consumption and for creations);
- Insufficient electric power and of highways;

### *Other Activities of Interest*

They were still outstanding as areas, or activities of interest the following ones:

- Fish farming;

- Financing pays in agricultural product (equivalence product);
- Creation of tacky chicken;
- Irrigated farmings;
- Market study;
- Dams;
- Aptitude of the soil;
- Information about the creation of buffalos;
- Horticulture;
- Beekeeping;
- Selected seeds and inputs;
- Resources thoroughly lost for producers without financial conditions.

#### Conclusion

The proposal introduced to the participants of the group were well accept, standing out that for the introduction of the creation of buffalos in the area is larger necessary information about the activity on the part of the rural producers, since the same ignores the activity. As the organization in cooperatives and associations is necessary to do an understanding work so that they create the tradition of they work in group, for best if they organize.

#### *Conservation of the Environment and Extrativismo*

In the workshop they announced 23 people, being: 13 apiculturists; 3 quebradeiras of babassu coconut, 2 of APA/TO, 2 municipal servants, 1 technician of ADAPEC and 2 technicians of RURALTINS. As the initiate discussions in the group, were lifted up as difficulties the following ones:

The Insufficient alternatives to the use of the fire do with that burned uncontrolled they destroy the whole pasture apícola practically; the state government doesn't give financial and technical support for the activity; the technical support of the area is gone back more to the livestock; it lacks infrastructure to irrigate projects of system agroflorestais that would recover the flora apícola; the access to the credit is quite difficult due to the high interest rates and when approved this suffers delay in the liberation.

#### *Quebradeiras of Coconut*

Due to the noncompliance of the environmental laws for the great farmers, that a lot of times prefer to pay the fines to deforest, and as consequence it happens the devastation of the babaçuais and of forest species of commercial value.

In the general the discussions were located more in the conservation of the environment, where it was mentioned that the public politics are inadequate to the producers extrativistas. It was also put by participants that a great ignorance of alternatives of productive activities exists and that for this reason the productive system was stagnated. It was mentioned that most of the technicians of the area is not qualified to assist them activity extrativistas and that it lacks to qualify professionalmente the producers extrativistas.

As proposal to minimize those difficulties, they mentioned the following ones:

- Exchange with other communities (other states and / or areas);
- Training-professionalization of the producers (quality);
- Appropriate credit / adapted (it rebuts) for activity extrativista;
- To reforest with species that generate income (native, exotic);
- Development of pilot projects of alternative productive systems;
- Investments in reservoirs of water for the dry period;
- Incorporation of products extrativistas in the school snack;
- Government support in the search of the green stamp for the products extrativistas;
- Enlargement of the electric net and improvement of the highways;
- Attendance adapted to the reality of the family agriculture / extrativista;
- Creation of environmental bottom for the recovery of areas degraded with administration paritária (society / govern);
- Larger control of the authorizations of deforestation.

*The technicians' conclusion*

At the end of the discussions, with the identification of the difficulties and propositions, we noticed that the present apiculturists' group is already organized in association (ABIPA-Association of the Apiculturists of the Beak of the Parrot) and that they intend to strengthen the entity, so that the same can get better market prices to the products apícolas.

Regarding the coconut quebradeiras, we observed that they are not organized, tends in view that the coconut break is basically for his subsistence.

(2) Remarks

The proposals were accepted and we found some difficulties for those where it exists the ignorance of the activity and the respective profitability.

It was verified that some exist Associations of Producers but, they are little organized what has been discouraging their associates to have it a larger participation.

The Technical support was a lot of times mentioned as badly qualified, what harms the diffusion of any technology in the area.

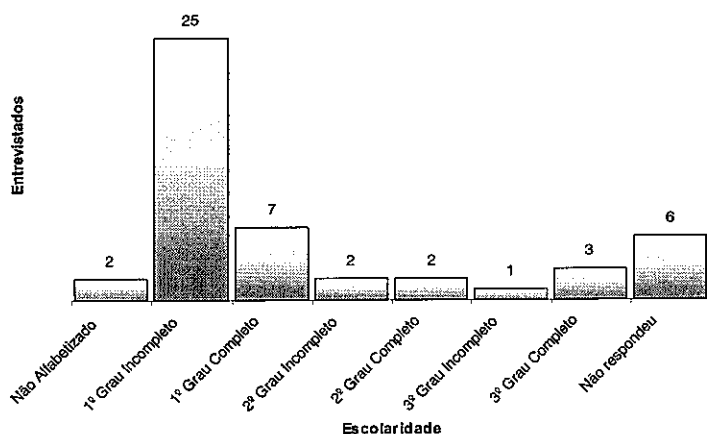
The activities Extrativistas were also mentioned as not very spread, they could be better explored if there was larger knowledge on the part of the producers.

(3) Participant profiles

Interviewees: 48

**Education**

The most frequent education level was 1<sup>st</sup> uncompleted degree (25). 34 have at most 2<sup>nd</sup> uncompleted degree. The education level was very low.



**Habitation conditions**

The standard of construction of interviewees' homes is composed by covering of tiles, brick walls and cement floor. Therefore, there are 14 interviewees that have a habitation compose to covering of straw, clay walls and no floor.

Covering	Total
Tiles	31
Metallic roof	2
Thatch or Straw	14
No answer	1
<b>Total</b>	<b>48</b>

Home

The interviewees' half possesses a pattern of regular construction of their houses. However, he was a part of the interviewees with precarious home conditions.

Walls	Total
Brick	24
Marinate or clay	11
Straw, Bamboo or thatch	5
Wood	7
No answer	1
<b>Total</b>	<b>48</b>

Treatment of the Water	Total
Treated	7
Without treatment	21
No answer	20
<b>Total</b>	<b>48</b>

Sources of Water	Total
Cistern	11
Well	30
Dams or river	2
No answer	5
<b>Total</b>	<b>48</b>

Hidro-sanitary conditions	Total
Channeled water, Bathroom and Cesspit	16
Channeled water and Bathroom	2
Channeled water and Cesspit	2
Cesspit	6
None	16
Bathroom	1
Bathroom and Cesspit	4
No answer	1
<b>Total</b>	<b>48</b>

Fuel for Kitchen	Total
Firewood and Gas	6
Gas	24
Firewood	6
No answer	1
Coal	7
Gas and Coal	4
<b>Total</b>	<b>48</b>

Floor	Total
Ceramic, Paving stone or Rejunto	2
Cement	24
Ground or Mud	16
Other	2
No answer	4
<b>Total</b>	<b>48</b>

#### Treatment of the water

Of the storage forms and source of water told, it can be said that the more found are the well and the cistern. The interviewees' good part when questioned on the treatment of water appear that no there is the treatment for the drunk water, 20 interviewees didn't answer the this question and 7 informed that they treat the water that they drink.

#### Hidro-sanitary conditions

Most of the interviewees presents precarious conditions of the system hidro-sanitarium, and about 20 they use water channeled in their residences.

#### Fuel for Kitchen

Of the 48 interviewees, 34 use gas for the cozimento of the foods and 13 just use firewood or coal.

#### Illumination of the Home

The interviewees' good part tells to have electric light in their homes. However, 19 point not to possess electricity, using oil or other fuels to illuminate the home.

Illumination of the Home	Total
Electricity	27
Electricity and other	1
Oil	17
No answer	1
Gas	1
Motor	1
<b>Total</b>	<b>48</b>

### Production and Agricultural Handling

In Sítio Novo of Tocantins, most of the interviewees is landlady of lands, and there are 10 producers that flow of seatlements of INCRA. There were only three leaseholding and an interviewee No his answer situation regarding the domain of the land.

Ownership or Domain of the land	Total
Proprietor	34
Seated	10
Leaseholding	3
No answer	1
<b>Total</b>	<b>48</b>

The extension of lands told by the interviewees demonstrates the following situation:

Size of the Property	Total
from 10 to 50 Hectares	20
from 50 to 100 Hectares	11
from 100 to 200 Hectares	7
from 200 to 320 Hectares	4
from 320 to 640 Hectares	3
from 640 to 1200 Hectares	1
from 1200 to 4000 Hectares	1
more than 4000 Hectares	-
No answer	1
<b>Total</b>	<b>48</b>

Being just considered the amount of lands and the limit of 320 hectares for mini producers, 640 for small producers and 1200 for medium producers, being above 1200 the great producers, it can be considered that in Buriti of Tocantins answered to the questionnaire 42 personal computer producers, 3 small producers, 1 medium producer and 1 great producer. An interviewee didn't inform the size of his property.

About the general conditions of their lands, 41 producers answered that they consider the good land and 6 answered that they don't consider.

Do you have a good land?	Interviewees
Yes	41
No	6
No answer	1

What do you do to improve the soil?	Interviewees
Prepare of the soil	1
Anything	5

What do you do to improve the soil?	Interviewees
No answer	17
Anything	7
Mechanization	4
Mechanization	2
Breeze and corn planting in little area	2
To reform the pasture	2
To rest of soil	2
Burned	1
Avoid burned and to plant leguminosas in the pastures	1
Avoid burned	1
To conserve the pastures	1
Manuring and cleaning of the soil	1

How do you prepare the soil?	Interviewees
Tractors	18
Manual	27
No answer	3

Some damage or natural disaster?	Intreviewees
Yes	7
No	36
No answer	5

Do you use agricultural manure?	Interviewees
Yes	3
No	29
No answer	16

Do you use manure to pasture?	Interviewees
Yes	1
No	36
No answer	11

Do you use certified seeds?	Interviewees
Yes	7
No	24
No answer	17

Protect against agricultural illness?	Interviewees
Yes	4
No	25
No answer	19

Protect against weed?	Interviewees
Yes	7
No	24
No answer	17

Most of producers use mineral salt and veterinary products, therefore don't use supplementary food to beef cattle productio, only 11 interviewees use it.

Mineral Salt?	Interviewees
Yes	34
No	3
No answer	11

Supplementary foods?	Interviewees
Yes	11
No	25
No answer	12

Veterinary products?	Interviewees
Yes	32
No	6
No answer	10

About commercialization, most of them have trading problems. The producers sell their products to middlemen (21) and to consumers (13).

To who sell your products?	Interviewees
Intermediate	15
Middlemen and Cooperatives	5
Middlemen and Direct to the consumer	1
Direct to the consumer	9
Cooperative	4
Cooperatives and Other	1
Cooperatives and Direct to the consumer	1
Wholesalers and Direct to the consumer	1
Wholesale	1
Retail	3
Retailers, Wholesalers and Cooperatives	1

Retailers and Direct to the consumer	1
Retailers and Cooperatives	1
Other	2
Don't Market	1
No answer	1

About credit to finance production costs, nine interviewees acquire credits almost in the Bank of Amazonian.

Do you finance costs?	Interviewees
No	36
Yes	9
No answer	3

Financial agent	Interviewees
Bank of Amazonian	3
Procer	1
Pro Rural	1
Bank of Brazil	1
Don't have	37
No answer	5

Which credit difficulties?	Interviewees
No answer	17
It doesn't have suggestion	1
Excess of bureaucracy	7
High interest rates and excess of bureaucracy	3
Excess of bureaucracy and few agencies	3
High interest rates	2
High interest rates and access difficulty	2
Access difficulty	2
High interest rates, excess of bureaucracy and delay in the liberation of the	1
High interest rates, excess of bureaucracy and Insufficient agencies	1
Costing arrives out of time	1
Excess of bureaucracy and access difficulty to the financings	1
Insufficient bank agencies	1
Insufficient associations	1
Insufficient incentive	1
Insufficient information	1
Insufficient machines	1
He didn't acquire the credit service	1
Payment difficulty	1

The problem more stood out by the producers was the excess of bureaucracy and high interest rates, besides general difficulties of access to the credit. Seventeen producers didn't answer to the subject.

Regarding the regional service of technical support, most of the interviewees alleged that it doesn't receive attendance. Of the ones that they receive attendance, the mentioned areas were animal health, control of curses and agricultural credit. Many suggested for the improvement of the technical support service in the area.

Do you receive technical support?	Interviewees
He doesn't receive technical support	34
No answer	6

Animal health	3
Credit	2
Use of the Soil, Animal Health and Control of curses	1
Animal health and credit	1
Control of curses	1

Which Suggestions for the Technical support?	Interviewees
He didn't suggest	15
Attendance of Veterinarians	1
Attendance in the property	1
Specialized technical support	1
To increase the attendance and to improve the quality	1
To increase the number of technicians	9
To increase the number of technicians and cars	1
To increase the number of technicians and implantation of courses	1
To increase the number of technicians and to improve the orientation	2
The local technicians' training	1
Qualification courses	1
To reduce bureaucracy	1
To implant attendance with permanent disposition	3
Implatar offices with technicians with permanent disposition	1
To get better	1
To improve the structure	1
He doesn't have suggestion	2
The service is good	1
Qualified technicians	1
Regular visits	3