



沈阳农业大学

Shenyang Agricultural University

破解农民合作社融资约束的几点思考

Some Thoughts to Crack the Financial Constraints of Farmers' Cooperatives

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农民合作社是开启小规模农业走向现代化之门的一把钥匙。自2007年以来，我国合作社发展迅猛，总量已有220余万家，其中2012年至2017年的年均增速甚至高达24%。尽管合作社的发展数量不断增长，但其一系列的短板问题深刻地制约其长远发展。

Farmers' cooperatives is a key to link small scale farming to modern agriculture. Since 2007, cooperatives has developed rapidly in China, reaching 2.2 million in total. However, many problems has arisen accompanying with its booming development.

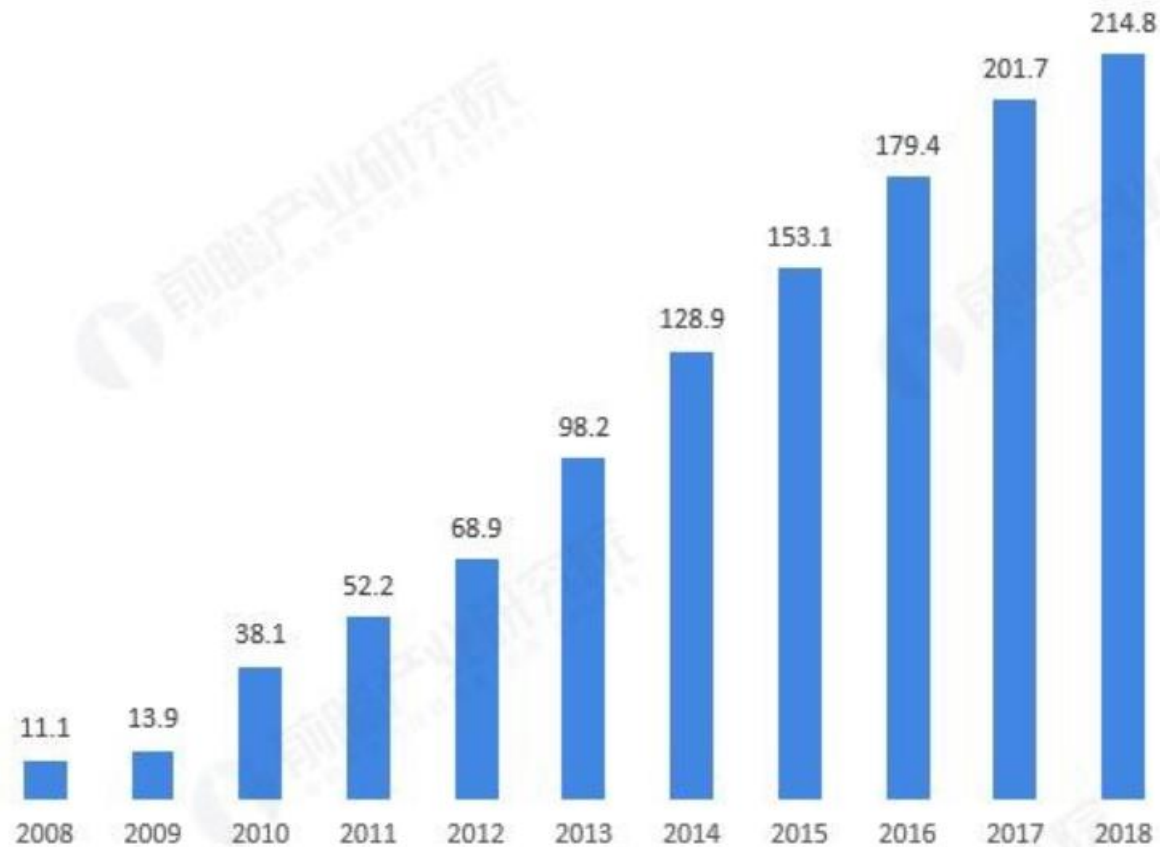
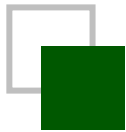


图1 2008年-2018年农民合作社数量变动
Figure 1 The quantity changes of cooperatives in 10 years.



其中，首当其冲的是合作社的融资问题。作为弱者的联合，**融资难、融资贵、融资慢**等问题阻碍了合作社的发展壮大。因而，破解农民合作社的融资约束是促进合作社健康发展的重要基石。

The primary problem is its capital predicament. As union of the weak, financing difficulty impedes cooperatives' development. Thus, it is imperative to crack its financial constraints.

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农民合作社融资约束表现

The current financing constraints of farmers' cooperatives

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破解合作社融资约束的几条路径

Several paths to crack cooperatives' financing constraints

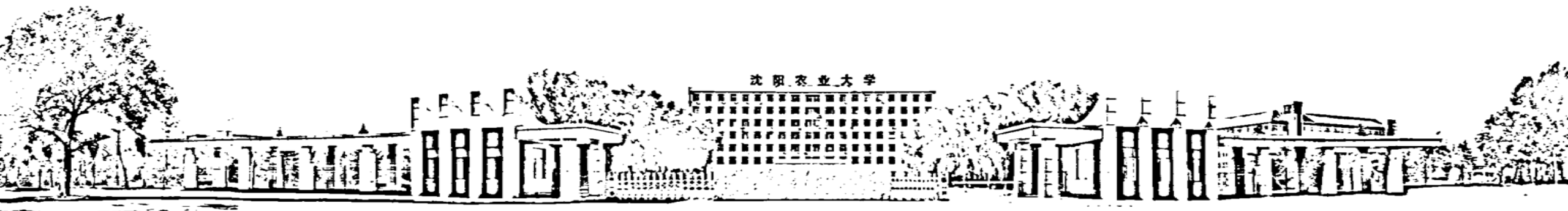
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Conclusions

一、农民合作社融资约束表现

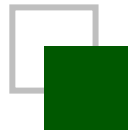
The Current Financing Constraints of Agricultural Cooperatives





农民合作社是兼有企业和共同体双重属性的组织，具有经济和社会双重功能。作为人的联合，合作社的发展壮大尤其需要通过扩大服务范围、提升服务能力来吸引农户的加入。

Farmers cooperatives involves the dual attributes of enterprise and community, which turns out its dual functions of economic and social. As the union of individuals, cooperatives' development relies on strengthening its services to attract peasant households.



服务内容 Services Contents



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加工Processing



贮藏Warehousing



运输Transportation



机械化作业Mechanized operations

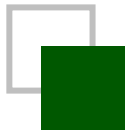


但是，服务功能的不断强化需要资金支持
But...The intensify of service functions
acquires the support of capital.



融资需求
Financing Demand





融资现状 (辽宁107家) Financing Situations

80% (86家) - 资金短缺 / **87.85% (94家, 户均缺161.5万元)**
capital shortage

26.6% (25家) - 负有外债
External Debt

19.6% (21-11家) -
银行借款成功
Borrow from banks

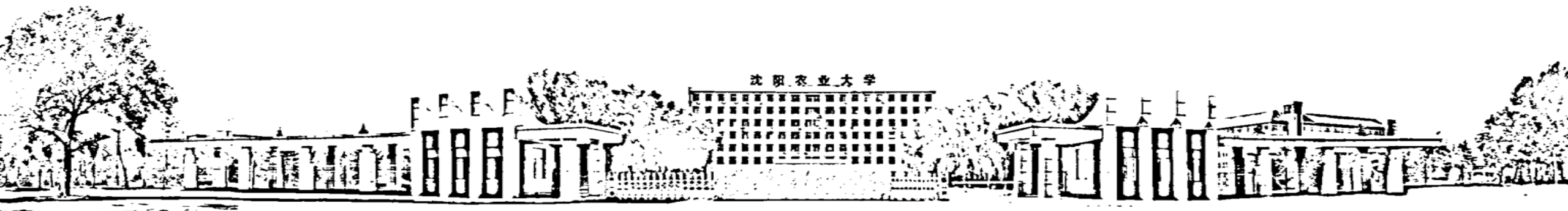
16-150天-审批
时限
16-150-day loan
approval

9.92%-平均年利率
Average interest
rate

> 10%-最高年利率
Highest interest
rate

二、农民合作社融资约束成因分析

The Root Causes of Farmers' Cooperatives' Financing Constraints





(一) 制度设计导致社员缺乏投资激励

Institutional design results in weak investment incentives

《合作社法》规定合作社按交易额分配盈余，社员对合作社的投入与产出不对等，造成社员投资意愿不强。

‘The Farmer Cooperative Act’ states that the surplus should be allocated based on members patronages; thus, the members’ inputs and outputs are imbalanced, resulting in their weak intentions to enhance investments.



(二) 产权结构导致外部主体信贷支持不足

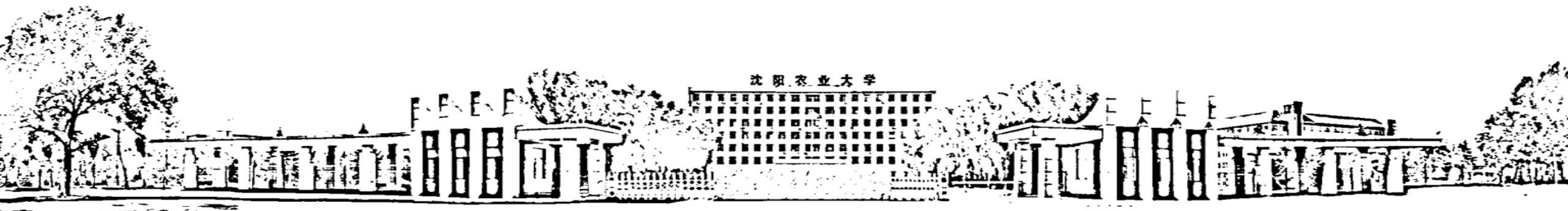
Property right structure results in weak financial support

合作社产权具有不可分割、不可交易、非排他性和非稳定性的特点，造成其作为独立的法人承贷主体很难被金融部门等市场主体认可。合作社的大棚、库房、养殖厂房等固定资产变现难，难以符合金融机构贷款担保条件。

Cooperatives property rights are hard to split, exchange, as well as non-exclusive and unstable; therefore, it is difficult to acquire financial markets' acceptance. And its fixed assets do not meet the requirements of loan guarantee

三、破解合作社融资约束的几条路径

Several Paths to Crack Farmers' Cooperatives' Financing Constraints





推进产权制度改革
激励社员投资

Path One

**Reform of property rights to
motivate members' investments**

1. 扩大出资额盈余分配比重

Enlarge the earning distribution proportion of capital contribution

2. 激励资本实力强的社员出资

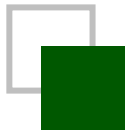
Motivate the contribution of members with high capital strength

3. 规定“社员退社不退股”

Quit cooperatives but not withdraw shares

4. 构建社员特别存款机制

Establish special deposit mechanism



拓展合作社服务内容
探索内部资金互助

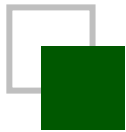
积极发展信用合作
Develop cooperative association

合作社的联合与合作
Make use of financial linkage



Expand services items and
explore internal mutual funds



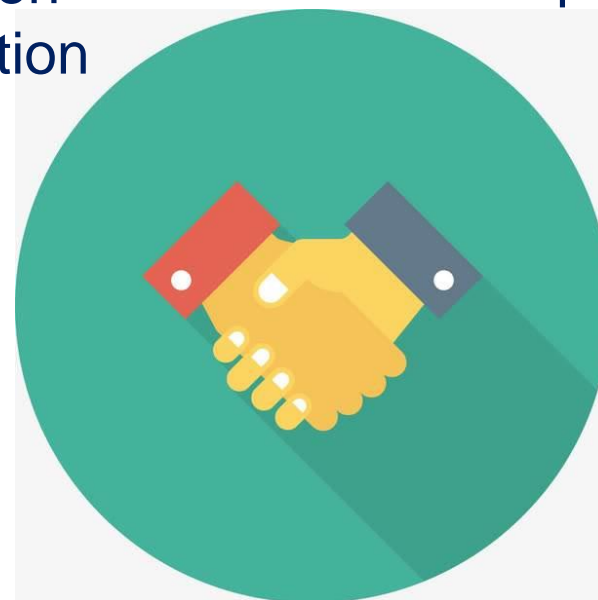


实施“合作社+金融机
构”的金融联结模式

金融机构-资金业务联系
Financial institution-
Business connection

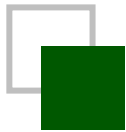
合作社-信息优势
Cooperatives-Information
superiority

Path Three



Practice 'cooperative+financial'
institution' mode

优势互补
Advantageous Complementarities



创新金融服务方式
增强信贷支持



Path Four



**Innovative financial services
to enhance credit support**

放宽抵质押物范围
Enlarge the scope of collateral

赋予金融机构自主权
Give autonomy to county
financial institutions



提升审批效率
Enhance efficiency of approval



稳妥推进合作社办企业
提高融资能力



Path Five



**Undertake firms to enhance
financing capabilities**

拓宽资金来源渠道

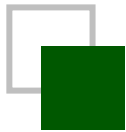
Expand channels to raise capital

保障合作社所有权

Protect cooperatives ownership

经营方式更加灵活

Enable the operation more flexible



政府加强财政资金扶持
出台激励政策



Path Six



Government increase financial support and motivate financial institutions

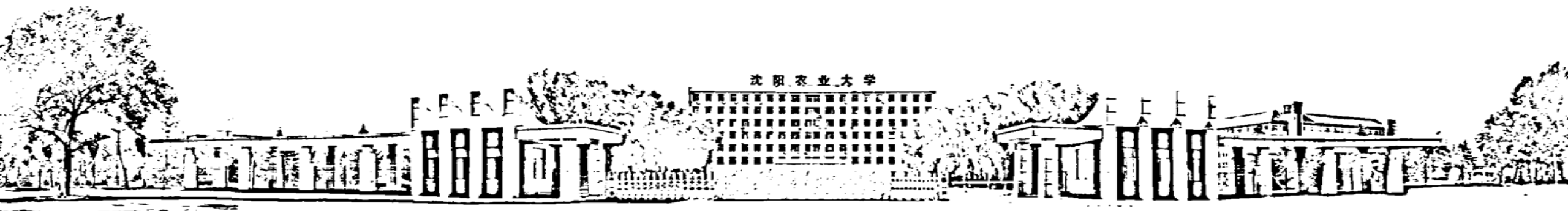
政府加强对合作社的资金支持
Government increase the financial support to cooperatives

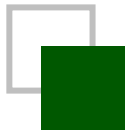


强化金融机构对合作社的放贷激励
Government enhance the lending incentives of financial institutions

将合作社贷款纳入农业政策担保支持范围
Incorporate cooperatives into the guarantee support range of agricultural policies

四、结束语





作为连接小农户与现代农业的核心组织化载体，农民合作社在健全农业社会化服务体系、提升农产品质量、促进农业技术进步和提高农民素质等方面担负着重要使命。但在发展过程中，农民合作社长期受到融资难、融资贵、融资慢的困扰，遏制了合作社的长期发展，亟需寻找破解合作社融资约束的可行之法。

As the organizational carrier between peasant and modern agriculture, farmers' cooperatives plays a key role in improving agricultural social service system, enhancing produce quality, promoting technology progress and increasing peasant quality. However, cooperatives suffer in financial constraints, which reins its development. It is urgent to seek solutions, cracking this dilemma.



为解决这一问题，不仅需要国家、各级政府持续地政策支持和引导，也需要银行等金融机构提供多方位的资金支持，不断为破解农民合作社融资约束提供新的思路和方法，提升合作社的整体发展质量。

To solve this problem, not only needs government implement policies to support and guide, but needs financial institutions provide capital support. With concerned efforts of all parties, the financial constraints would be cracked, improving the developing quality of farmers 'cooperatives.



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感谢各位聆听

Thanks for your attention

