

Analysis of Differences Among Regular Agriculture Loan Borrowers of the Gujarat State Co-operative Agricultural & Rural Development Bank Ltd.

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Abstract

Rural Co-operative banks provide various loans to farmers for the improvement of their livelihood. The banks consider many parameters before sanctioning a loan to the farmers. Land ownership is an important consideration while sanctioning an agriculture loan to a farmer, besides other parameters. Among the regular loan borrowers, it is better to understand how they are in terms of their land ownership. A primary research survey was conducted among 450 regular loan borrowers of The Gujarat State Co-Operative Agricultural & Rural Development Bank Ltd. (GSCARDB), from three different regions of Gujarat State covering six districts. Descriptive analysis, Chi-Square test, Correlation analysis and Analysis of Variance (ANOVA) are carried out to understand the differences among the farmers in terms of their land ownership.

The study findings shows that Medium and Large Farmers segments are better aware of working of GSCARD bank. Majority of marginal farmers have borrowed the agricultural loan multiple times. Good and very good ratings on the loan services of GSCARD bank are more seen from Large Farmers segment. Majority from marginal, small and medium segments are 'satisfied' while majority from Large Farmers are 'high satisfied' with GSCARD bank. There is a significant difference among the four farmer segments in terms of average loan amount taken. Strong relationship exists among Large Farmers on their rating of loan services and satisfaction level.

Keywords : *Loan borrower, Co-operative, Agriculture, Land ownership, ANOVA, Chi-Square, Correlation analysis*

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1. Introduction

This bank was established in the year 1951 with its Head Office at Rajkot in the erstwhile State of Saurashtra as an apex body for providing long-term agricultural loans to the agriculturists in the five districts of the State of Saurashtra. The name of the bank at the time of its inception was The Saurashtra State Central Cooperative Land Mortgage Bank Limited, Rajkot. Consequent upon the bifurcation of the Bombay State and on formation of a separate State of Gujarat in the year 1960, this bank had extended its jurisdiction to the whole of Gujarat State in 1961 and accordingly the name of the bank was changed to The Gujarat State Central Cooperative Land Mortgage Bank, Ahmedabad. To implement the developmental banking from mortgage banking, the bank name was amended in 1965, as Gujarat State Cooperative Land Development Bank Ltd. Subsequently, in the eighties, the bank has started financing for rural non-farm sector activities also. Therefore, the name was restyled appropriately to the present one since 1990.

Peculiar circumstances responsible for the establishment of this bank were the necessity to have banking agency to provide loans to tenant cultivators to enable them to purchase occupancy rights over the land tilled by them under the Saurashtra Land Reforms Act of 1949. In the initial stage of lending, this bank provided loans amounting to Rs. 2640 million to nearly 56000 tenant cultivators, which enabled them to become owners of the land that had been tilled by them for years.

This bank is an apex institution in the cooperative structure in the State of Gujarat for providing investment finance for the development of agriculture and allied activities and also rural non-farm sector activities. The bank adopted the unitary structure and does its business through the network of the branches numbering 176. It has 17 district offices to control the working of branches in their jurisdiction and to ensure the advantages of decentralized administration. The bank's registered office is in the city of Ahmedabad.

The bank is adopting production oriented loaning system and gives loans only for productive purposes which enables the farmers to get sustained rise in his farm output and income. Sanction of loan is subject to technical feasibility and financial viability of the proposed activity. Repayment period of loan is decided on the basis of the economic life of the assets to be created coupled with the repayment capacity of the borrower as per the guidelines of NABARD. Security of the loan is agricultural land and the assets created by the loan amounts, which are taken in to mortgage by the bank.

The Gujarat State Co-Operative Agriculture & Rural Development Bank Ltd. (GSCARDB) provides investment credit for the improvement in rural based farmers across the State of Gujarat. The bank finances medium and long-term agricultural loans to farmers. Land ownership of farmers plays an important role in sanctioning the agricultural loan and the loan amount. The loan borrowers become regular once they start to pay the loan amount regularly and payback completely. It is better to understand the behaviour of these regular loan borrowers by their land ownership, which would help the bank to frame suitable policy and new schemes for the development of rural farmers.

2. Review of Literature

Mr. Tushin Narayan Roy (2017), in his research titled "Study on Access to Farm Credit by the Small and Marginal Farmers in India under the Policy on Priority Sector Lending (PSL)", mentioned that infrastructural facilities are quite inadequate to address the need of farm credit by small and marginal farmers under PSL. He suggested that further plans should be initiated to ensure the reach of targeted farm credit to the small and marginal farmers which ultimately will improve the agricultural production, income and then the quality of their lives.

Ravindran Chavan et.al (2016), in their article 'Utilization pattern of agriculture crop loan by farmers in India (Karnataka)' have mentioned that the average amount utilized for the stated purpose/reasons by large farmers was found 97%, higher compared to small farmers with 77%. Also, they pointed out that in the case of co-operative banks borrowers; the average size of amount borrowed was almost one half of the amount of commercial banks borrowers. It is to note that across loan providing financial institutions, the diversion of agriculture crop loan was more in case of small farmers as compared to large farmers in both commercial and co-operative banks. The size of crop loan amount disbursed by cooperative banks borrowers was almost one half of the amount of commercial banks borrowers.

Tanika Chakraborty and Aarti Gupta from IIT Kanpur, in their article "Loan Repayment Behaviors of Farmers: Analyzing Indian Households", summarized that repayment of loans depends on many factors including purpose for which loan is taken, tenure of the loan, interest rate and source of borrowing. Also they pointed out that utilization of loans plays a major role in the repayment of loans. If a loan is used for income generating purposes then it generates income and increases the overall sustainability of the loan borrowers.

Dr. Yashoda (2017), in her article entitled "Role of Primary Agricultural Co-Operative Society (PACS) in Agricultural Development in India" has mentioned that the PACS supplies short-term credit on the personal security of the borrowers, while medium-term credit is given by charge on their immovable assets.

3. Research Design

3.1 Objectives of the Study

- To understand the differences and commonalities among the regular loan borrowers of GSCARD bank in terms of their land ownership.

3.2 Research Methodology

- A quantitative primary research survey among regular loan borrowers of GSCARD bank using a structured survey questionnaire.
- North Gujarat, Lower Middle & South Gujarat, and Saurashtra are the zones selected for the study area.
- The research was conducted among the 15 loan borrowers from each 30 branches of GSCARD Bank (North Gujarat=10 branches, Lower Middle and South Gujarat=10 branches, 10 branches from Saurashtra). In total, 450 regular loan borrowers are contacted for the survey.

3.3 Hypothesis Framing

Hypothesis 1 : The average agriculture loan amount is same among the different loan ownership of regular loan borrowers.

Hypothesis 2 : Regular loan borrower's rating on loan services of GSCARD bank is independent of their land ownership.

Hypothesis 3 : The loan services rating and overall satisfaction level with GSCARD bank is strongly related across the farmer land ownership segments.

3.4.1 Descriptive Analysis: Profiling comparisons among the land ownership segments

The major findings from the descriptive analysis are the following:

- The land ownership details spread across three regions of Gujarat. The survey coverage includes 42% of Small Farmers having 1 to 2 hectares of land, 31% of Medium Farmers having 2 to 4 hectares of land. Marginal and Large Farmers are comparatively less.

Table 1. Land Ownership Segments

Land ownership segments	No. of farmers	Percent
Marginal Farmers (Up to 1 Ha)	53	12%
Small Farmers (1 to 2 Ha)	190	42%
Medium Farmers (2 to 4 Ha)	138	31%
Large Farmers (More than 4 Ha)	69	15%
Total	450	100%

(Source : Survey Data)

- The experience in agriculture is distributed as below:

Table 2. Experience in Agriculture (Years)

Experience in Agriculture	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
Upto 10 years	7.5%	5.3%	2.2%		3.8%
10.1 to 15 years	9.4%	8.9%	2.9%	2.9%	6.2%
15.1 to 20 years	20.8%	20.5%	13.8%	15.9%	17.8%
20.1 to 25 years	13.2%	13.7%	15.2%	14.5%	14.2%
25.1 to 30 years	24.5%	18.4%	16.7%	24.6%	19.6%
30.1 to 35 years	5.7%	6.8%	10.9%	7.2%	8.0%
35.1 to 40 years	5.7%	11.6%	18.8%	21.7%	14.7%
40.1 to 45 years	3.8%	6.8%	9.4%	4.3%	6.9%
45.1 to 50 years	9.4%	4.2%	5.1%	5.8%	5.3%
More than 50 years		3.7%	5.1%	2.9%	3.6%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source: Survey Data)

- Majority (33.8%) of farmers have 20 to 30 years of experience in agriculture. Experience of 35.1 to 40 years is observed more among Large Farmers (21.7%).

Table 3. Education of Farmers

Education	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
Illiterate	1.9%	6.3%	6.5%	5.8%	5.8%
Primary	39.6%	41.1%	34.8%	42.0%	39.1%
High School	39.6%	41.1%	44.9%	44.9%	42.7%
Diploma	-	-	0.7%	-	0.2%
Graduate	18.9%	10.0%	12.3%	5.8%	11.1%
Post Graduate	-	1.6%	0.7%	1.4%	1.1%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source: Survey Data)

- Primary and high school qualified loan borrower farmers are found more, (39.1% and 42.7% respectively). Among medium and large farmers, high schools qualified are found more (44.9%). Comparatively more graduates are found in marginal farmers (18.9%).

Table 4. Annual Income of Farmers

Annual Income	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
Rs.1,00,001 to Rs. 2,00,000	39.6%	38.4%	22.5%	18.8%	30.7%
Rs. 2,00,001 to Rs.4,00,000	41.5%	48.4%	52.2%	42.0%	47.8%
Rs. 4,00,001 to Rs. 8,00,000	5.7%	8.4%	24.6%	31.9%	16.7%
Rs, 8,00,001 to Rs. 16,00,000	-	0.5%	0.7%	7.2%	1.6%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source : Survey Data)

- Around 48% of farmers have an annual income of Rs. 2,00,001 to Rs. 4,00,000. Small and medium farmers have comparatively higher income than marginal farmers.

Table 5. Cultivation Method Followed

Cultivation method	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
Traditional	62.3%	72.6%	66.7%	78.3%	70.4%
Modern	37.7%	27.4%	33.3%	21.7%	29.6%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source : Survey Data)

- Traditional method of agriculture is mainly followed by respondents as stated by 70.4% and the rest 29.6% follow modern method of agriculture.

Table 6. Awareness on working of GSCARD

Working Awareness of GSCARD	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
Yes	88.7%	94.7%	97.8%	100.0%	95.8%
No	11.3%	5.3%	2.2%	-	4.2%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source : Survey Data)

- Almost all from medium and large farmers segments are aware of working of GSCARD bank. About 11.3% of marginal farmers are not aware of it.

Loan Purchasing behaviour:

Table 7. Number of times loan borrowed from GSCARD Bank

No. of times loan borrowed	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
One	26.4%	37.4%	20.3%	37.7%	30.9%
Two	41.5%	32.1%	27.5%	18.8%	29.8%
Three	20.8%	17.4%	30.4%	24.6%	22.9%
Four	11.3%	8.4%	13.8%	11.6%	10.9%
Five and more		4.7%	8.0%	7.2%	5.6%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source : Survey Data)

- Nearly 42% from marginal farmers have borrowed the agricultural loan twice. Three times loan borrowing is reported by more from Medium Farmers (30.4%).
- More than 90% of farmers in each segment are aware of loan schemes offered by the GSCARD bank. Almost all expect some farmers from medium and Large Farmers are aware of such schemes. Similarly, more than 90% from each segment have visited the bank branch at least once for getting loan. Some farmers from small and medium land ownership segments have reported two times visit to the bank branch for the loan purpose.

Table 8. Loan Period (Years)

Loan Period (years)	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
One year	1.9%	5.3%	5.8%	2.9%	4.7%
Two years	-	-	-	1.4%	0.2%
Three years	64.2%	49.5%	48.6%	26.1%	47.3%
Four years	1.9%	0.5%	-	-	0.4%
Five years	28.3%	35.3%	31.9%	43.5%	34.7%
Seven years	1.9%	2.1%	4.3%	15.9%	4.9%
Nine years	1.9%	6.3%	8.7%	7.2%	6.7%
Ten years	-	1.1%	0.7%	2.9%	1.1%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source : Survey Data)

- Three years period loan was commonly borrowed by marginal (64.2%), small (49.5%) and medium farmers (48.6%), while majority of large farmers (43.5%) have reported to taken loan of five years period.
- The time lag for the loan varies among the farmer segments as below:

Table 9. Time Lag for Loan approval

Time lag for loan	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
Up to 15 days	56.6%	53.2%	50.0%	47.8%	51.8%
16 days to 30 days	28.3%	33.7%	35.5%	43.5%	35.1%
31 days to 60 days	11.3%	12.1%	13.0%	5.8%	11.3%
More than 60 days	3.8%	1.1%	1.4%	2.9%	1.8%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source : Survey Data)

- More than 50% of farmers from each segment have reported a time lag of up to 15 days. Considerable portions (43.5%) from Large Farmers have reported a time lag of 16 to 30 days as well.

Table 10. Opinion on Repayment Period of Loan

Repayment Period	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
Sufficient	96.2%	96.3%	95.7%	97.1%	96.2%
Not sufficient	3.8%	3.7%	4.3%	2.9%	3.8%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source : Survey Data)

- Across all the four farmer segments, more than 95% of respondents have stated that the loan tenure for repayment of loan was sufficient for them.

Table 11. Feedback on Loan Procedure of GSCARD Bank

Loan procedure	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
Rigid and complicated	5.7%	5.8%	1.4%	4.3%	4.2%
Moderate	58.5%	51.6%	44.9%	34.8%	47.8%
Simple	35.8%	42.6%	53.6%	60.9%	48.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source : Survey Data)

- Overall, for about 48% of farmers the loan procedure was moderate, and other 48% have found it to be simple. Nearly 61% from large farmers segment have stated that the loan procedure is simple, while 58.5% of marginal farmers have reported it as moderate.

Table 12. Feedback on Loan Recovery Procedure of GSCARD Bank

Recovery procedure	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
Liberal	26.4%	20.0%	18.1%	47.8%	24.4%
Moderate actions	45.3%	32.6%	43.5%	36.2%	38.0%
Strict recovery procedure	26.4%	44.7%	37.0%	14.5%	35.6%
Very Strict actions	1.9%	2.6%	1.4%	1.4%	2.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source : Survey Data)

- The loan recovery procedure is found to be moderate for 38% of farmers at overall level. Majority of large farmers (47.8%) have stated it as liberal, 45.3% have mentioned it as moderate, and 44.7% from Small Farmers mentioned it as strict recovery procedure.

Table 13. Feedback Rating of Loan services of GSCARD bank

Rating of loan services of GSCARD bank	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
Moderate	7.5%	9.5%	6.5%	1.4%	7.1%
Good	45.3%	53.7%	46.4%	31.9%	47.1%
Very good	47.2%	36.8%	47.1%	66.7%	45.8%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source : Survey Data)

- About 93% of farmers have rated the bank's loan services as good and very good. Good and very good ratings are more seen from large (66.7%) farmer segment.

Table 14. Overall Satisfaction with GSCARD bank

Overall Satisfaction with GSCARD bank	Marginal Farmers (Base=53)	Small Farmers (Base=190)	Medium Farmers (Base=138)	Large Farmers (Base=69)	Total (450)
Highly dissatisfied	1.9%	-	-	-	2%
Neutral	-	1.6%	2.2%	1.4%	1.6%
Satisfied	52.8%	50.0%	51.4%	29.0%	47.6%
Highly satisfied	45.3%	48.4%	46.4%	69.6%	50.7%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

(Source : Survey Data)

- Similarly, more than 95% have expressed higher level of satisfaction with the GSCARD bank. Majority from marginal, small and medium segments are 'Satisfied' while majority (69.6%) from large farmers are 'Highly satisfied' with GSCARD bank.

3.4.2 Hypothesis Testing

These tests was performed with 95% Confidence Interval and 5% error margin (alpha=0.05).

Hypothesis 1 : The average agriculture loan amount is same among the different loan ownership of regular loan borrowers.

Ho : There is no significant difference among the land ownership in terms of the average loan amount taken from the bank.

H1 : There is a significant difference among the land ownership in terms of the average loan amount taken from the bank.

Analysis of variance test (ANOVA) is used here. The results are presented here.

Table 15. ANOVA : Average Loan Amount by Farmer Segments

Farmer segment	N	Average Loan amount (Rs. 000')	Std. Deviation	Std. Error	95% Confidence Interval for Mean	
					Lower Bound	Upper Bound
Marginal Farmers	53	161.62	92.05	12.64	136.25	186.99
Small Farmers	190	235.75	106.38	7.72	220.53	250.98
Medium Farmers	138	306.65	162.39	13.82	279.31	333.98
Large Farmers	69	386.97	229.70	27.65	331.79	442.15
Total	450	271.95	161.79	7.63	256.96	286.94

(Source : Survey Data)

The lowest mean value here is Rs. 161.62 (000') from marginal farmers, and the highest mean value is Rs. 386.97 (000') is from large farmers. This shows that the average loan amount taken by these farmers segments varies. However, it needs to be proved statistically.

The Homogeneity of Variance Assumption is further checked.

Variable	Levene Statistic	df1	df2	Sig.
Loan amount (Rs.)	13.917	3	446	0.001

Here the p-value is 0.001, which is lesser than 0.05. Hence it is concluded that the variances of loan amount taken are significantly different.

Table 16. ANOVA Table (Using Tukey HSD)

		Sum of Squares	Degree of freedom	Mean Square	F	Sig.
Loan amount (Rs.000)	Between Groups	1973056.2	3	657685.4	29.992	0.001
	Within Groups	9780172.6	446	21928.7		
Total		11753228.7	449			

(Source : Survey Data)

Here, the mean square is arrived by dividing the sum of square by its degrees of freedom. F ratio is calculated by dividing mean square between-groups by mean square within-groups. The final column gives the significance of the F ratio, the p value. If the p value is less than or equal to a level, then we can reject H_0 that all the means are equal.

It is observed here that the p-value =0.001 is lesser than 0.05, Hence the null hypothesis is rejected. There is a significant difference among the four farmer segments in terms of average loan amount taken. The loan size directly related with the land ownership that is Small Farmers are given lesser amount while larger farmers are given higher loan amount.

Hypothesis 2 : Regular loan borrower's rating on Loan Services of GSCARD bank is independent of their land ownership.

Chi-Square test of independence of attributes is used to examine this hypothesis,

H₀ : There is no significant difference among the farmers' category in terms on their response on rating of loan services of GSCARD bank.

H₁ : There is a significant difference among the farmers' category in terms on their response on rating of loan services of GSCARD bank.

Table 17. Chi-Square Analysis: Observed and Expected Frequencies

Rating of bank loan services		Farmers Category - Land Holding				Total
		Marginal Farmers	Small Farmers	Medium Farmers	Large Farmers	
Moderate	Count	4	18	9	1	32
	Expected Count	3.8	13.5	9.8	4.9	32.0
Good	Count	24	102	64	22	212
	Expected Count	25.0	89.5	65.0	32.5	212.0
Very good	Count	25	70	65	46	206
	Expected Count	24.3	87.0	63.2	31.6	206.0
	Count	53	190	138	69	450
	Expected Count	53.0	190.0	138.0	69.0	450.0

(Source : Survey Data)

	Value	Degree of freedom	Asymptotic Significance (2-sided)
Pearson Chi-Square	19.841	6	0.003
a. 2 cells (16.7%) have expected count less than 5.			

The chi-square value as per Chi-square test is 19.84 (6 degrees of freedom, 5% significance level). The significant value $p=0.003$ is lesser than 0.05. The null hypothesis has to be rejected. It is concluded that there is a significant difference among the four farmer categories on their response on ratings of bank loan services. More of very good ratings are seen from large farmers.

Hypothesis 3 : The loan services rating on the bank and overall satisfaction level with the bank are strongly related across the farmer land ownership segments.

Correlation analysis is used to examine this hypothesis statement.

Table 18. Correlation Analysis: Rating on loan services vs. Overall satisfaction with the bank branch

Correlation analysis	Correlation with satisfaction level with the bank branch				
	All farmers	Marginal Farmers	Small Farmers	Medium Farmers	Large Farmers
No. of farmers	450	53	190	138	69
Rating of loan services of GSCARD bank	0.519**	0.207	0.536**	0.579**	0.655**

(Source : Survey Data)

At overall level, the correlation analysis shows that there is a moderate level relationship between loan services rating and satisfaction level with the bank branch and it is significant at 0.01 level. Among marginal farmers, there is no strong relationship exists. Comparatively strong relationship exists among Large Farmers on their rating of loan services and satisfaction level, and it is significant at 0.01 level. Moderate level relationship between rating of loan services and satisfaction level is shown in Small Farmers and Medium Farmers, and they are significant at 0.01 level.

4.0 Conclusions and Suggestions

The farmers are classified based on the area of land they own. Majority of respondent loan borrower farmers have long years of experience (20 to 30 years) in agricultural activities. Very high education (graduate and more) are found to be less among the farmers. The annual income is pretty low (Rs. 2,00,001 to Rs.4,00,000) for many farmers as compared to other occupations. As these farmers have taken loan from GSCARD bank, almost all from medium and large farmers segments are aware of working of GSCARD bank. Majority of marginal farmers have borrowed the agricultural loan twice. More than 90% of farmers in each segment are aware of loan schemes offered by the GSCARD bank. The loan procedure was moderate for nearly half portion of farmers covered, while rest of them said it is simple. The loan recovery procedure is found to be moderate for 38% of farmers. Good and very good ratings are more seen from large farmers segment. Majority from marginal, small and medium segments are 'Satisfied' while majority from large farmers are 'Highly satisfied' with GSCARD bank.

There is a significant difference among the four farmer segments in terms of average loan amount taken. Lesser land owners have got less amount of loan and larger land owners have got high amount of loan.

More of very good ratings on the bank are seen from large farmers. Comparatively strong relationship exists among Large Farmers on their rating of loan services and satisfaction level. Land ownership is directly related to the loan amount, as the bank considers land ownership as an important parameter for loan sanctioning.

Suggestions :

All the borrower farmers should be given awareness about different loan schemes, processing of loan and repayment schedules, providing trainings to the borrower farmers. Short term loan products should be introduced by GSCARD Bank to facilitate borrowers. This will further increase the portfolio, reputation and trust on GSCARD across all levels of borrower farmers.

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