

# Study on Cooperative Mode of Beef Cattle Breeding of Small Farmers in Mountainous Area of Southwest China: A Case Study of Guangnan County, Yunnan Province

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## Abstract

The production mode of China's small farmers is mainly based on family management. With the improvement of agricultural production level, the family-based small-scale production mode affects the input and utilization effect of production due to the lack of reasonable production organization system. In this paper, we need to improve the efficiency of cooperation to address the production shortfall of China's small farmers. Therefore, this study takes the beef cattle breeding of small farmers in Guangnan county, Yunnan Province, China as the research object, and classifies according to the beef cattle breeding cooperation objects. The objects of cooperation between Guangnan county and small farmers described in this paper include the government, enterprises, cooperatives, family farms and neighbors. In order to realize the organic connection between small farmers and the development of modern agriculture, and promote the implementation of the rural revitalization strategy in Guangnan county. The cooperation content and characteristics of the small beef cattle breeding farmers and other agricultural management stakeholders are analyzed, and the different cooperation modes are compared. It is found that the cooperation of small farmers is based on a voluntary basis, and the cooperation motivation is mainly driven by interests. The cooperation is greatly influenced by emotional factors. The cooperation of small beef cattle farmers in Guangnan county reflects a microcosm of the development of Chinese rural society; therefore, the results of this study indicate that the cooperation between small farmers and relevant parties is effective, but its effect is above medium level, but below optimal level. These cooperation phenomena reflect a stage of the process of small-scale peasant economy from market economy to market economy in China (Guangnan county). This finding indicated that all five types of relationships have varying degrees of influence on cooperative subjects, with the relationship with large farmers having a significant positive impact on the government, cooperatives, and large farmers.

**Keywords:** Small farmers, beef cattle breeding, cooperative mode

## Introduction

With the improvement of agricultural production level, family-based small-scale production mode has become an important factor to restrict the development of rural economy. Scattered management of small family land is not only unfavorable to the popularization of advanced agricultural science and technology, but also increases the management cost of agricultural production and management. To improve the efficiency of agricultural production and management, we must first solve the current small-scale production and management mode (Zuhui, 2000). Through the analysis of the characteristics of agricultural industry, Zuhui (2000) showed that farmers can form a stronger reaction force through mutual cooperation, so as to change the weak position of individual farmers in market negotiations. Based on the perspective of agricultural industry characteristics, Fu Chen further analyzed the inevitability of policy support for farmer cooperation (Fu, 2006). Guangan county is a mountainous area inhabited by ethnic minorities and economically underdeveloped. Plenty of rain, plenty of sunshine. Natural conditions make the forage resources abundant in Guangan county and local farmers have a history and tradition of raising cattle for 2,000 years with the improvement of agricultural production mechanization level and the promotion of small agricultural machinery in the local area, farmers' enthusiasm for raising cattle is also constantly improving. But Guangan county beef cattle breeding is still in the traditional mountain free range. And Small farmers are more likely to run their own businesses.

Foreign scholars pay more attention to the cooperation willingness and motivation of farmers. For example, according to (Yilmaz and Örmeci, 2018) and farmers cooperate to achieve economies

of scale. Chunjie and Jintian (2013) pointed out that farmers' participation in cooperation can improve their market competitiveness and reduce market risks. Susbin Long-bao wei (2004) found that the reason why farmers participate in cooperation is to consider how to reduce transaction costs from the perspective of transaction costs. In recent years, some scholars have further extended the research on farmer cooperation to internal cooperation and the incentive mechanism of agricultural specialization. In An Empirical studied on Farmers' Cooperative Behavior in Agricultural Product Marketing, Guo (2008) studied the factors affecting farmers' willingness to cooperate from the perspective of marketing. Zuhui *et al.* (2002) and Jinsong (2008) found that the variables affecting the development of farmer professional cooperative organizations could be attributed to product characteristics, biological cluster factors, cooperative member factors and institutional environment factors. According to the different scope of business, Jinsong (2008) divided the new agricultural cooperative economic organizations into three types: circulation service main, main production type and comprehensive type. Zuhui *et al.* (2002) believes that farmer cooperation can be divided into horizontal cooperation and vertical cooperation. Yu and Juan (2013) believe that the most effective way for the government to maximize the benefits of poverty alleviation and development is to rationally divide the labor between the government and farmers, promote strengths and avoid weaknesses, and cooperate closely.

As summarized, there are many researches on farmer cooperation, but few researches on small farmers' cooperation and cooperation mode, and insufficient analysis on small farmers' cooperation effect. This paper takes the beef cattle

industry of Guangnan county as the research object to study the cooperation mode of small farmers. The way of raising beef cattle in Guangnan county is still dominated by family production and management. Small farmers face the instability and uncertainty of pre-production, mid-production and post-production transactions, resulting in low transaction efficiency and difficulty in increasing income. This study mainly analyzes the types of cooperation between small beef cattle farmers in Guangnan county and explores the characteristics of cooperation between small farmers in Guangnan county and other interests of agricultural operation. At the same time, different cooperation modes of beef cattle breeding small farmers in Guangnan county were compared and analyzed to provide experience for promoting the establishment of multi-subject interest connection of beef cattle breeding small farmers in Guangnan county, promoting the division of labor and cooperation between small farmers and multi-subject, and giving full play to the role of small farmers in the market.

Guangnan county is an economically underdeveloped mountainous area which inhabited by ethnic minorities. The area of mountainous and semi-mountainous areas accounted for 94.7%. Local farmers have a history and tradition of raising cattle for 2,000 years, and local farmers are highly motivated to raise cattle. With the improvement of mechanization in agricultural production and the promotion of the small agricultural machinery, farmers mainly purpose is that by breeding cattle raise revenue.

Due to the relatively closed traffic and information in Guangnan county, the mountain villages are less impacted by modern urban culture, and the mountain villages are still typical traditional villages. At present, China's beef cattle breeding is basically based on captive breeding.

However, the beef cattle breeding in Guangnan county mainly adopts traditional stocking method in the mountain, which is relatively rare in beef cattle breeding areas in China.

According to the idea of this paper, this paper mainly analyzes the types of farmer cooperation and describes the characteristics of cooperation between small farmers and other agricultural stakeholders among beef cattle farmers in Guangnan county. This paper utilized descriptive statistics such as frequency, percentage, and standard deviation to analyze and study a combination of qualitative and quantitative methods.

## Materials and Methods

### Analysis of beef cattle breeding cooperation mode of small farmers in Guangnan county

The study was conducted in Guangnan County, Yunnan province. It takes multi-stage random sampling. Most of the respondents engaged in farming farmers belong to the elderly. The average age of the respondents is 49 years old. 78.70% are male and 21.30 are female respectively, indicating that the local beef cattle breeding is still dominated by men. 61.89% of the households had less than 5 beef cattle and 40.60% of the households had an average breeding life of more than 21 years, indicating that the local farming scale was relatively small and farmers had a long history of beef cattle farming.

Based on the perspective of beef cattle breeding, this paper analyzes and studies the cooperation modes divided by the cooperation objects with small farmers. Beef cattle breeding cooperation objects of small farmers in Guangnan county include the government, enterprises, cooperatives, large farmers (farmers raising more than 10 Beef cattle) and neighboring neighbors (excluding large households). For the convenience

of the study, the cooperation between small farmers, large farmers and their neighbors is collectively referred to as farmer cooperation. Namely, there are four cooperation modes in beef cattle breeding among small farmers in Guangnan county.

### Results and Discussion

In this paper, mainly from the perspective of beef cattle breeding, the object of small farmer cooperation is divided into types and analyzed. According to the classification of objects of beef cattle breeding cooperation, the objects of cooperation between Guangnan county and small farmers include the government, enterprises, cooperatives, large farmers (farmers raising more than 10 beef cattle) and neighboring neighbors (excluding large farmers). For the convenience of research, the cooperation between large family farmers and their neighbors is collectively referred to as the cooperation of other farmers. As a type of cooperation, there are four types of cooperation in total. The contents and characteristics of their cooperation are as follows:

#### 1) The cooperation pattern between small farmers and government

This pattern of cooperation mainly involves the government helping farmers develop production in the form of projects. It aims to increase farmers' income. The government's assessment standard of cooperation effect mainly examines the increase of farmers' income. At the same time, the change in farmers' income is utilized to evaluate government employees' work performance.

##### 1.1) Content of cooperation

In 2021, the Per Capita Disposable Income of rural residents in China reached 18,931

yuan. Yunnan Province reached 14,197 yuan, But in Guangnan county was only 12,636 yuan. It is only 2/3 of the national average (¥18,931). The income level of local farmers in Guangnan county still lags behind the goal of common prosperity in rural areas of China set by the Chinese government. In order to increase the income of farmers in Guangnan, our Government provided farmers with free production materials in the form of projects such as feed, veterinary medicine, mating and new varieties of calves. The government could arrange for small farmers to visit the beef cattle breed demonstration, conducted technical training, provided technical guidance, and provided free beef cattle breeding insurance and other services to improve local farmers' income. In most cases, farmers will actively seek cooperation to obtain free or low-cost support. In the cooperation, the government provided funds and technology. These let more farmers joined and improved the implementation efficiency of the project. This is also a typical government - driven pattern of agricultural extension.

##### 1.2) Characteristics of cooperation

(1) Small farmers have a certain right to speak in cooperation with the government. At present, the Chinese government's evaluation of rural basic staff largely depended on the farmers' evaluation of the staff. Therefore, in cooperation with the government, small farmers can put forward their own suggestions or opinions, and the government staff can choose whether to accept or improve the information after receiving it. After farmers are selected as partners by the government, they can freely choose whether to cooperate or not. In general, farmers are willing to participate in the cooperation with the government.

(2) In cooperation, the government should consider both improving production

efficiency and taking care of the rural vulnerable groups. The government should consider that the farmers in cooperation have a greater influence on the surrounding farmers. The implementation of project could drive more farmers to improve the effect of the project. At the same time, we should also take care of the vulnerable groups in rural areas, and help low-income farmers increase their income, improve their lives and narrow the income gap with surrounding farmers through project cooperation.

(3) In cooperation, the services provided by the government are public welfare. In the process of cooperation, the government provided funds and serviced to small farmers free. Small farmers worked according to the requirements of government staff. At the same time, small farmers can actively cooperate with the government staff to do a good job of promotion, which can drive more farmers to choose good varieties and adopt advanced technology.

## 2) *The cooperation pattern between small farmers and enterprises*

The cooperation pattern between small farmers and enterprises is the largest one in China. This cooperation pattern is influenced by the level of local industrial and economic development and the number of local enterprises.

### 2.1) Content of cooperation

The cooperation between small farmers and enterprises in Guangnan is very simple, mainly in three forms. The first is that breeding enterprises use excellent breeding bulls to provide high-quality frozen sperm for farmers to complete mating services. They charged the service fee according to the market price. Secondly, breeding enterprises directly sold the eliminated calves to the nearby farmers who have a good relation with

the enterprise. Calves of the same size are 5 to 10 percent cheaper than the market price because these calves are eliminated. The Third is simple acquisition cooperation. Enterprises buy commodity cattle as raw materials for enterprise processing from farmers according to the market price.

### 2.2) Characteristics of cooperation

(1) Small farmers are the passive part with the right to choose in cooperation. As there are only two local enterprises, the enterprises are basically close to monopoly in the region. Small farmers can choose whether to cooperate with enterprises or not. However, in the cooperative relationship small farmers are in a disadvantageous position and have no right to speak. Small farmers are passive recipients of the prices and service proposed by enterprises.

(2) Both parties can achieve win-win results through cooperation on the one hand through the frozen sperm service and the purchase of calves, small farmers can obtain high-quality beef cattle resources and safe epidemic prevention guarantee. On the other hand, small farmers sell their commodity cattle to processors and don't have to worry about selling their beef cattle. If small farmers' cattle are good enough, companies can pay a premium for them, rather than going into circulation and buying them at ordinary prices. Companies can make profits by providing frozen sperm services to small farmers and disposing of eliminated calves. They can also make high profits by processing high-quality beef cattle from small farmers.

(3) In the cooperation between small farmers and enterprises, both parties took the maximization of their own interested as the goal and opportunistic ideas. If the quality of the frozen sperm service provided by the enterprise is not

satisfactory to small farmers, the farmer will go to find other service providers. If the enterprise feels that it cannot make money, the enterprise can stop providing the service to the farmer at any time.

### 3) The cooperative pattern of small farmers and cooperatives

This cooperation pattern is based on one and more farmers with large scale and strong economic strength as the core. In accordance with the articles of association of the cooperative, the cooperative shall join other farmers to form a cooperative on the principle of willingness, fairness and mutual benefit.

#### 3.1) Content of cooperation

Breeding enterprises and farming with a large number of beef cattle in the local area (farmers Breeding 20 or more beef cattle are called large farming by the local government) have good management, feeding experience and good economic strength. Due to its great influence and appeal in rural areas, it can take the initiative to establish cooperation and organize free-range farmers of different sizes. It can be improved the organization and scale of farmers by joining the cooperatives. Small farmers can become the founders and core members of cooperatives and play a crucial role in cooperatives.

Generally, it is eligible to join the cooperative when farmers are required to raise more than three cattle because all members of the cooperative aimed at beef cattle breeding and sales and it is convenient for the internal management of the cooperative. The cooperatives will regularly and irregularly conduct technical training for their members. Small farmers in cooperative can participate in the management of cooperation and give suggestions and proposals to the cooperative.

#### 3.2) Characteristics of cooperation

(1) Participation of small farmers has improved their ability to withstand market risks. The main purpose of small farmers' participation in cooperatives is to strengthen their ability to resist market risks. Through the establishment of cooperatives, large farmers have larger operation scale and sales volume. In addition, with the help of the cooperative power to improve the game chip with the market, farmers can obtain lower prices of feed, lower drug prices and better sales prices from the market.

Through small farmers can obtain the government's support, the relatively cheap guidance of production and breeding technology and relatively reasonable selling prices help small farmers to improve production efficiency, reduce production costs and increase income.

(2) The essence of cooperatives is a mechanism which is that small farmers, large farming and enterprises pursue economic interests through cooperation. The benefits of cooperatives are distributed according to the shares held, with the head of cooperatives getting most of the benefits and small farmers getting a small part of the benefits. The establishment of cooperatives is implemented in accordance with the principle of "risk and benefit sharing". However, in reality, both large and small farmers will take the maximization of their own interests as the goal of cooperation.

(3) The head of the cooperative has a key influence on the operation of the cooperative. In the pattern of cooperation between small farmers and cooperatives, the person in charge of the cooperatives (large farming) often has more economic and social capital among farmers and a higher social status in the countryside. On the other hand, the person in charge of the cooperative occupies a large proportion in the investment of

the cooperative and has the main decision-making power for the major issues in the cooperative. They play a crucial role in the cooperative, and also responsible for organizing the members to carry out various activities and ensure the normal operation of the cooperative.

*4) The pattern of cooperation between small farmers and other farmers (the family farm and their neighbors).*

The family farm in this paper are classified in the classification standards of the local government. The local government defines the farmers with 10-20 animals as family farms. The family farm in this paper is only engaged in breeding industry, not in processing and service industry.

**4.1) Content of cooperation**

The content and form of cooperation between small farmers and family farms, small farmers and their neighbors (other farmers) is the same. For example, the form is the cooperation between farmers in production and mutual help is the main content of cooperation, so the two types (small farmers and family farms, small farmers and their neighbors) are analyzed as a pattern. This kind of cooperation is social cooperation in traditional society.

Farmers' cooperation established on the basis of village community. This is a kind of village custom formed in the process of long-term living together they could meet the need of production and life support each other, including free capital turnover, helping each other to take care of the beef cattle, sharing successful breeding experience, exchanging the good calf and providing market information, etc. The cooperative behavior among small farmers is mostly dependent on the behavior norms among acquaintances, which is

also to maintain the cultural traditions of traditional villages. It is common for neighbors to help each other raise beef cattle for short periods (less than a week). However, relatives often borrow money from each other without any charge. This kind of mutual fund cooperation between relatives is less affected by geographical restrictions.

**4.2) Characteristics of cooperation**

(1) The cooperation between farmers is a relatively stable cooperative relationship. This mode of cooperation is based on the stable relationship formed by living together with similar living habits and values for a long time and it is also the result of mutual selection for a long time. Long-term communication between farmers will promote the deepening of emotion and cooperation will be more frequent and stable. The cooperation also will form a relatively stable virtuous cycle.

(2) The cooperation between farmers is based on geography, kinship and consanguinity. In this cooperation pattern, the number of neighbors cooperating is relatively large. In general, the shorter the distance between houses, they will have the closer relationship. Cooperation between relatives can be unaffected by distance. Moreover, farmers compensate each other for helping them through some traditional communication mechanism. For example, they daily visit to each other.

(3) The differential mode of association has obvious characteristics. The cooperation between farmers seems simple but the cooperation between farmers has their own boundaries. They will clearly define who to cooperate with and who not to cooperate with. Fei (2019) believes that the basic form of Chinese society is composed of the hierarchy of social relations. There are particularities to the scale. That is measured according to the

distance from “oneself”. The core of farmers’ cooperation is to pursue the maximization of the interests of acquaintances. In Guangan county, the object selection of small farmers’ cooperation is based on the relationship between near and far to form a differential order. For example, Nuclear family members → relatives with good relations → friends with good relations → neighbors with good relations → relatives, friends and neighbors with general relations are extended. The cooperation between small farmers and other farmers is positively related to interpersonal relations. Small farmers who are able to handle interpersonal relationship well are more likely to cooperate with other farmers. If small farmers are not popular, there will be less cooperation.

#### 5) Comparative evaluation of four cooperation patterns

China has become the world’s second largest economy, and its industrial economy is in the leading position in the world. However, the development level of China’s agricultural economy is still lagging behind. As the least developed area in Yunnan Province, the level of farmer cooperation is at a low level in Guangan. Small farmers’ consciousness of market economy is not strong. The influence of traditional culture on farmers’ cooperative behavior is still relatively large, and farmers’ cooperation is not completely implemented in accordance with the law of market economy. On the other hand, the cooperation between farmers and relevant subjects can also bring some benefits to local farmers and play an important role in solving some problems in rural development.

#### Comparative analysis of beef cattle breeding cooperation mode of small farmers in Guangan county

Through the comparison of cooperation between small farmers and different subjects, it can be found (as shown in Table 1)

1) The cooperation between small farmers and the government is purely public welfare. In the early stage of cooperation, government workers are dominant to select people as partners. However, once the cooperative relationship is formed, the evaluation of small farmers has a greater impact on the assessment of government workers. Therefore, after the cooperative relationship is formed, the status of small farmers in cooperation will be greatly improved. The benefits obtained by the cooperation between small farmers and the government are the highest among all the partners. But the government has limited resources to cater to the interests of all small farmers. In addition, small farmers can obtain better benefits with relatively low costs by cooperating with the government. This kind of cooperation can bring a lot of benefits to small farmers, but it is also easy for them to cultivate dependence psychology.

2) The cooperation between small farmers and local enterprises is a typical process of market economic behavior coupled with social behavior. From the beginning to the end of such cooperation, enterprises are in the leading position and can influence the direction of cooperation. When cooperating with small farmers, enterprises put their own economic interests at the first place and consider their local social image. Therefore, in the cooperation with small farmers, they will give appropriate profits to small farmers, but this kind of profit-making behavior is limited. Making money through cooperation with small farmers is always

the main purpose of cooperation between enterprises and small farmers.

3) The cooperation between small farmers and cooperatives is a mutually supportive economic behavior. In theory, small farmers and cooperatives have equal status in the cooperation, but in practice, it is the large farming in cooperatives that have the right to speak. Cooperatives organize the majority of small farmers and strengthen the market competition power. Small farmers also can obtain government support with the help of cooperatives. The person in charge of the cooperative gains the most from the cooperation, but the cooperative can play the ability effect of the person in charge of the cooperative to reduce the market risk. At the same time, through the strict supervision of the national government departments on cooperatives, small farmers can get more benefits from cooperatives.

4) The cooperation of small farmers with other farmers (the family farm and neighbors) is

mainly social behavior and accompanied by economic behavior. The cooperation between small farmers and other farmers is an equal and mutual help behavior based on emotion. That is the continuation of the fine Chinese tradition. With the deepening of the concept of market economy, it is inevitable to consider the economic cost, the range of the economic cost depends on farmers' own psychological quality and economic strength. But within a certain economic cost, cooperation between farmers does not consider economic issues.

Table 1 illustrated the cooperation patterns of four parties with small farmers in Guangnan County. Cooperative initiative obtained 75% in bilateral and 25% in unidirectional, purpose of collaboration revealed 50% non-profit and 50% profit, partners gain economic benefits, and competition existed at 75%, with no competitive advantage over others.

**Table 1** Comparison of cooperation pattern of small farmers in Guangnan county

Small farmers	Cooperative Partner		Family Farmer		
	government	Company	Cooperative	And other small farmer	
Cooperative initiative	unidirectional	bilateral	bilateral	bilateral	
Cooperation leader	government	Company	Cooperative	Equal relations	
Purpose of cooperation	non-profit	profit	profit	non-profit	
Partners gain economic benefits	No	Yes	Yes	Yes	
Competition exists	No	Yes	Yes	Yes	
Competitive advantage	No	No	No	No	
Impact income	More	More	More	More	
Cooperation ways	government + Farmer	Company + Farmer	Cooperative + Farmer	Farmer + Farmer	

## Comparative evaluation of four cooperative modes of beef cattle breeding for small farmers in Guangnan county

China has become the world's second largest economy, and its industrial economy is in the leading position in the world. However, the development level of China's agricultural economy is still lagging behind. As the least developed area in Yunnan Province, the level of farmer cooperation is at a low level in Guangnan country. Small farmers' consciousness of market economy is not strong. The influence of traditional culture on farmers' cooperative behavior is still relatively large, and farmers' cooperation is not completely implemented in accordance with the law of market economy. On the other hand, the cooperation between farmers and relevant subjects can also bring some benefits to local farmers and play an important role in solving some problems in rural development. To sum up, farmers' cooperation in these four cooperative patterns is based on the following:

Firstly, small farmers' cooperation is on a voluntary basis. No matter the object of small farmers' cooperation is the government, enterprises and other farmers, the cooperation of small farmers is established on a voluntary basis. Small farmers can make a reasonable decision whether to cooperate or not according to their own situation, so as to maximize their own interests.

Secondly, the cooperation motivation of small farmers is mainly driven by interests. Chinese farmers are rational interest pursuers. Through cooperation, farmers' production and management risks can be reduced and their income effects can be improved. Among the four cooperation patterns of small farmers in Guangnan, the cooperation with the government, cooperatives and enterprises are obviously driven by economic interests. The cooperation between small farmers and other

farmers is greatly influenced by emotional factors. In fact, the production cooperation with other farmers is mainly based on labor exchange and economic mutual assistance. The cooperation is also a kind of economic cooperation in nature.

Thirdly, the cooperation of small farmers is greatly affected by emotional factors. The cooperation of small farmers is mainly to pursue the maximization of family and individual interests, but the small farmers in Guangnan are not just "economic man", they pay more attention to the interpersonal relationship with their partners. Cooperation cannot be completed if small farmers have negative impressions and contradictions about the people they intend to cooperate with. On the contrary, neighbors and relatives with good relations will insist on cooperation even if it will cause economic losses to a certain extent. However, economic losses caused by cooperation are rare in this case.

## Conclusion

Through the comparison, we can find:

The cooperation between small farmers and the government is purely public welfare. In the early stage of cooperation, government workers are dominant to select people as partners. However, once the cooperative relationship is formed, the evaluation of small farmers has a greater impact on the assessment of government workers. The benefits obtained by the cooperation between small farmers and the government are the highest among all the partners. But the government has limited resources to cater to the interests of all small farmers. In addition, small farmers can obtain better benefits with relatively low costs by cooperating with the government. This kind of cooperation can bring a lot of benefits to small farmers, but it is also easy for them to cultivate dependence psychology.

The cooperation between small farmers and local enterprises is a typical process of market economic behavior coupled with social behavior. From the beginning to the end of such cooperation, enterprises are in the leading position and can influence the direction of cooperation. Therefore, in the cooperation with small farmers, they will give appropriate profits to small farmers, but this kind of profit-making behavior is limited. Making money through cooperation with small farmers is always the main purpose of cooperation between enterprises and small farmers.

The cooperation between small farmers and cooperatives is a mutually supportive economic behavior. In theory, small farmers and cooperatives have equal status in the cooperation, but in practice, it is the large farming in cooperatives that have the right to speak. Cooperatives organize the majority of small farmers and strengthen the market competition power. Small farmers also can obtain government support with the help of cooperatives.

The cooperation of small farmers with other farmers (the family farm and neighbors) is mainly social behavior and accompanied by economic behavior. The cooperation between small farmers and other farmers is an equal and mutual help behavior based on emotion. Some studies believed that the allocation of peasant family labor should be determined according to the goal of family operation, so that is the continuation of the fine Chinese tradition. With the deepening of the concept of market economy, it is inevitable to consider the economic cost, the range of the economic cost depends on farmers' own psychological quality and economic strength.

The cooperation of small farmers in Guangnan County is a microcosm of Chinese rural social development. These cooperative phenomena reflect the process of Chinese

(Guangnan County) Small-scale Peasant Economy transforming into a Market Economy. This process is to complete the transformation from the traditional cooperation pattern of consanguinity, kinship and geography to the modern cooperation pattern with modern mass production. The cooperation between small farmers and other stakeholders should focus on the direction that small farmers actually benefit from. Therefore, in future work can be focused on the distribution of benefits on the basis of the cooperation effect.

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