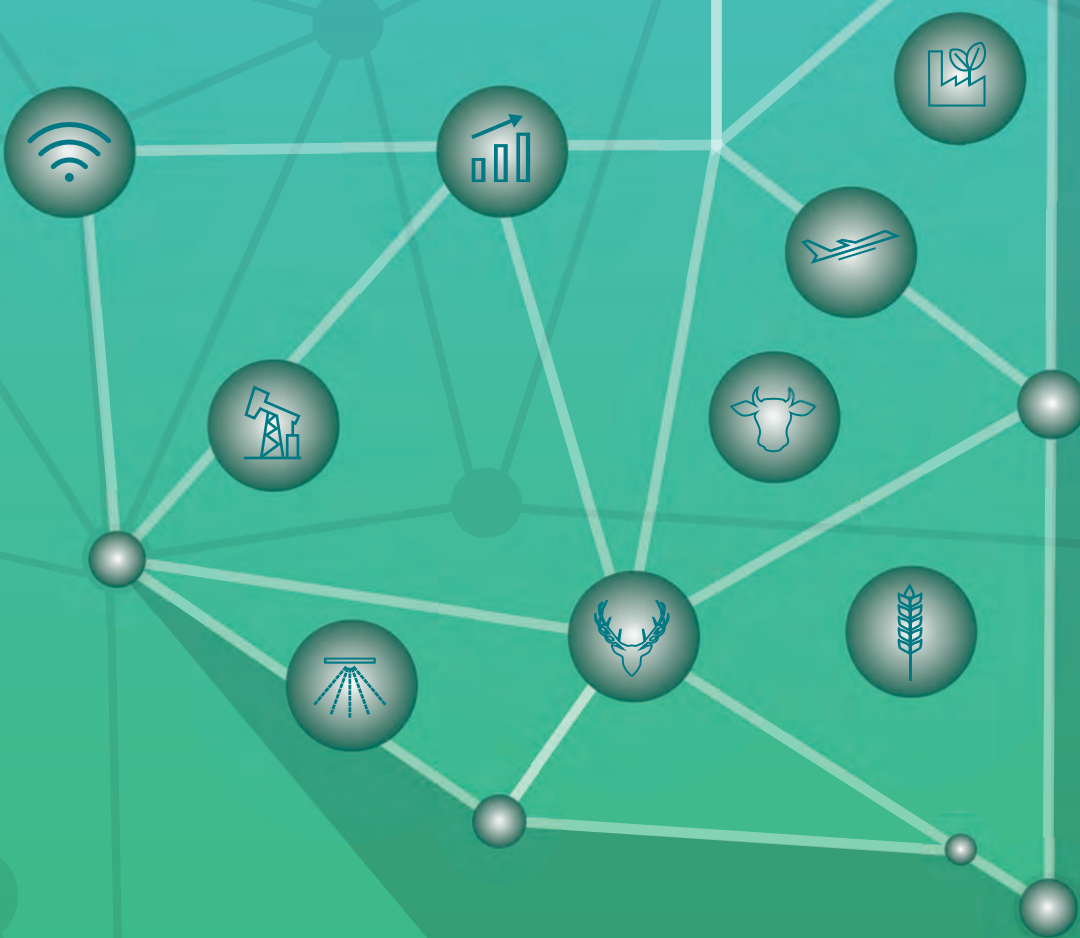


# BUSINESS AND INVESTMENT



OPPORTUNITIES IN LA PAMPA - ARGENTINA

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# EDITORIAL

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# INDEX

## PROLOGUE

	<b>CHAPTER 1</b>	General features of the province of La Pampa.	13
	<b>CHAPTER 2</b>	Production Structure.	23
	<b>CHAPTER 3</b>	Industrial parks and industrial areas.	37
	<b>CHAPTER 4</b>	La Pampa Duty - free zone.	51
	<b>CHAPTER 5</b>	Trade promotion centers.	59
	<b>CHAPTER 6</b>	Tax Structure.	65
	<b>CHAPTER 7</b>	Promotion plans.	73
	<b>CHAPTER 8</b>	Labor regulations, human resources and environment regulations.	91
	<b>CHAPTER 9</b>	Regulatory and promotion bodies.	101
	<b>CHAPTER 10</b>	Financial support programs.	119



Engineer Carlos Verna. Governor of La Pampa province.

## PROLOGUE

### Remarks by the Governor

The province of La Pampa is committed to boosting both private and public investments to create genuine and sustainable workforce. Therefore, several policies have been consolidated to achieve that goal. Among these, the ones fostering private initiatives that aim at creating a favorable atmosphere for investments and a friendly environment for the development of trade within different markets are the most outstanding.

It is assumed that private investment constitutes the necessary means for growth and the creation of employment. Following this belief, the provincial government implements strategies and tools to accompany, foster and support Pampean production all throughout all its value chain.

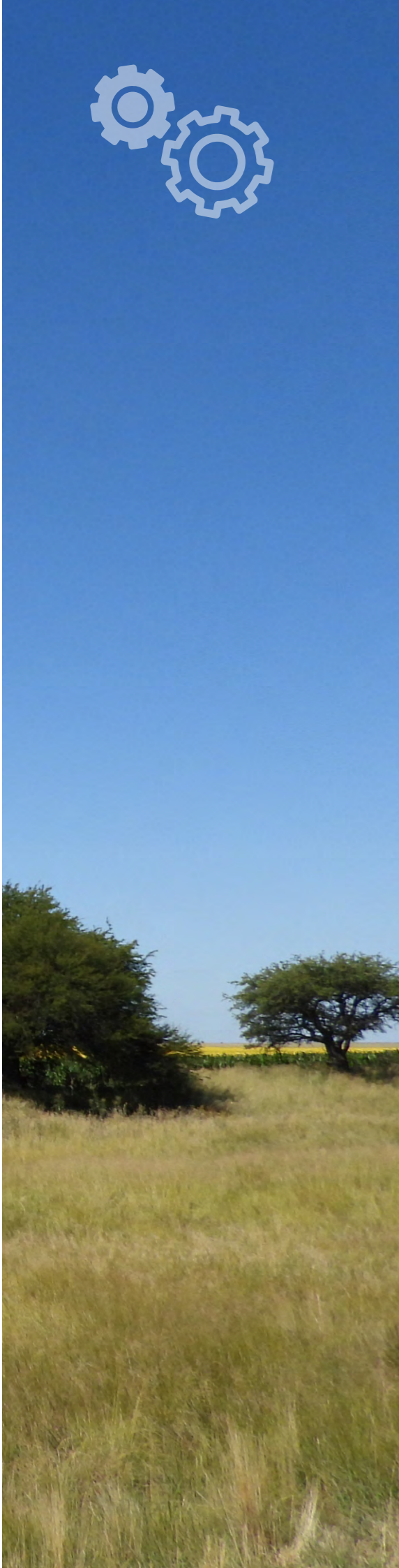
The aim of this *Guía de Negocios e Inversiones en La Pampa (Guide for Business and Investment opportunities in La Pampa)* is to make the province known, as well as its production opportunities and the public policies it offers and, therefore, become an attractive destination for investments. It represents a reference tool in the decision-making process for those assessing new projects and investment possibilities in different regions of our province.

A community committed to its future and a dynamic provincial state join together so production, business and service sectors can develop and contribute to the well being of the Pampean society.

La Pampa, land of opportunities

A handwritten signature in blue ink, written over a horizontal line. The signature is stylized and appears to be 'C. Verna'.





CHAPTER

01

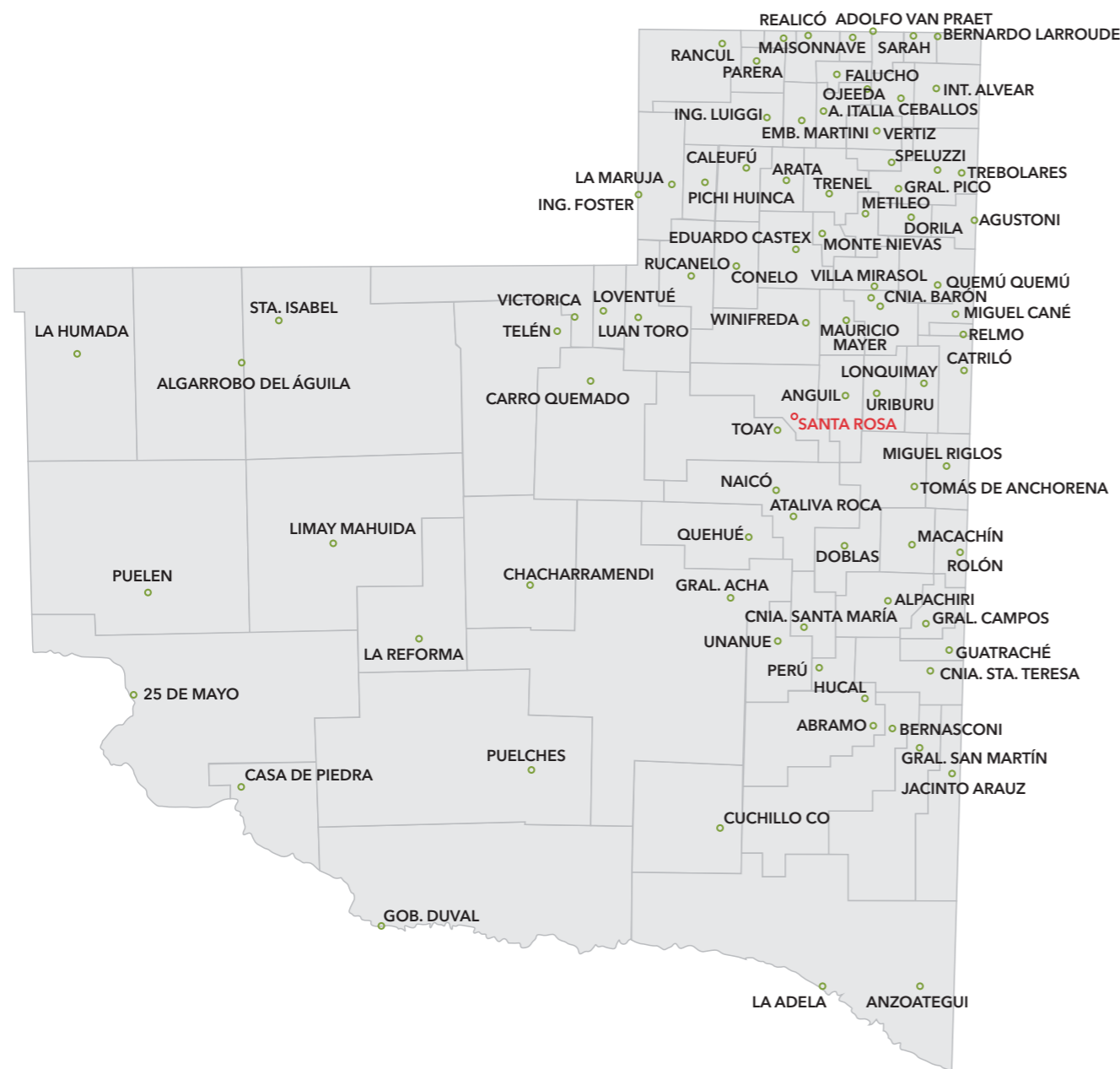
## GENERAL FEATURES OF THE PROVINCE OF LA PAMPA



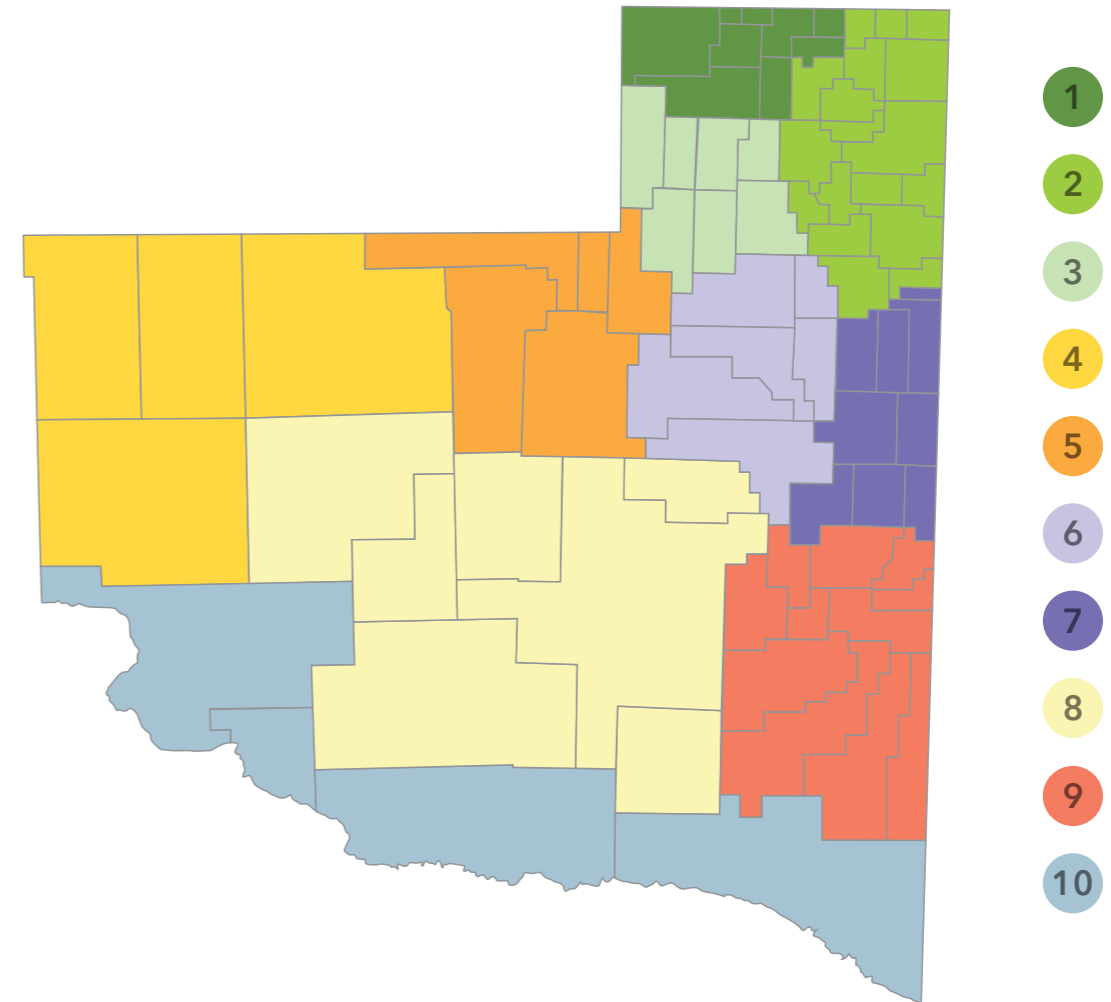
Geographical location and environmental conditions are crucial factors when setting an investment project. This chapter includes basic information regarding general features of the province related to the geography and social and physical conditions of the environment. La Pampa is located in the center of the Argentine Republic equidistantly away from most of the important cities of the country. It covers an area of 143,400 km<sup>2</sup>, which represents 3.8 % of the country's territory, and is home to approximately 345 thousand inhabitants.

Santa Rosa, the capital of the province, and General Pico are the most important cities in terms of number of inhabitants. In the north, La Pampa borders the provinces of Córdoba, San Luis and Mendoza; in the East, the province of Buenos Aires; in the South, the province of Río Negro and in the West, the provinces of Mendoza and Neuquén.

La Pampa is divided into 22 Departments formed by:  
 61 Municipalities  
 18 Development Committees  
 1 Community Entity (Casa de Piedra)



With regard to its socioeconomic division, La Pampa is divided into 10 micro-regions. Provincial Law N° 2461 groups the Pampean localities into 10 micro-regions:



- Region 1:** Realicó, Rancul, Quetrequén, Maisonnave, Adolfo Van Praet, Falucho, Ingeniero Luiggi, Embajador Martini and Parera.
- Region 2:** General Pico, Coronel Hilario Lagos, Sarah, Bernardo Larroudé, Intendente Alvear, Ceballos, Vertiz, Alta Italia, Trenel, Speluzzi, Agustoni, Dorila, Metileo, Monte Nieves, Villa Mirasol, Quemú Quemú, Miguel Cané and Colonia Barón.
- Region 3:** Eduardo Castex, La Maruja, Pichi Huinca, Caleufú, Arata, Conhelo and Rucanelo.
- Region 4:** Santa Isabel, La Humada, Puelén and Algarrobo del Águila.
- Region 5:** Victorica, Telén, Carro Quemado, Loventuel and Luan Toro.

- Region 6:** Santa Rosa, Winifreda, Toay, Ataliva Roca, Anguil and Mauricio Mayer.
- Region 7:** Macachín, Relmo, Catrilo, Tomas M. Anchorena, Lonquimay, Miguel Riglos, Uriburu, Doblas and Rolón.
- Region 8:** General Acha, Limay Mahuida, La Reforma, Chacharramendi, Puelches, Cuchillo Có and Quehué.
- Region 9:** Guatraché, Unanue, Colonia Santa María, Alpachiri, General Campos, Perú, Colonia Santa Teresa, Abramo, Bernasconi, General San Martín and Jacinto Arauz.
- Region 10:** Colonia 25 de Mayo, Casa de Piedra, Gobernador Duval and La Adela.



The division into micro-regions is mainly determined by the socio economic conditions which characterize each of them, allowing for the planning of specific development strategies. The provincial Administration attends to their common features by designing specific productive-territorial development policies and policies related to the social economy for each micro region.

### Climate.

The climate in La Pampa is predominantly temperate continental, with variations across the provincial territory -from a sub-humid area in the east to an arid one in the west-, which determine both its population settlement and productive development. The highest rainfall records occur in the northeast of the province, with a mean annual precipitation of 900 mm, in the area with the best soil quality. This region is characterized for having more benign weather conditions which allow for the settlement of most of the population and for the best production development. The harshest climatic conditions occur at the western end. Rainfall gradually decreases from east to west, where it can fall to an average of 200 mm a year, with a wide thermal amplitude.

### Flora and Fauna.

In La Pampa there exist 3 distinct environmental regions:

- Grassland or Pampean Steppe: grasses predominate in this region, which extends along the east of the province. It contains the most suitable spaces for cattle-raising.
- Caldén Forest Region: It is situated in the center of the province and covers a large area. It is characterized by natural grasses and its main activity is cattle-raising.

It is covered by dense woods, principally of caldén, carob tree, chañar and piquillín.

- Woodland region: it is located in the west of the province, with a predominance of jarilla and low quality grasses.

The Pampean native fauna includes pumas, guanacos, foxes, Patagonian hares, armadillos and vizcachas. Reptiles can also be spotted in the province.

Several non-native species inhabit the province, including large numbers of wild boars, red deer and hares. Among the bird species, grain augers, caranchos, vultures, black vultures, ducks, herons, flamingos, burrowing parrots, owls, partridges, tinamous and pigeons can be found.

### Protected areas.

Provincial Law N° 2651/11 of Natural Protected Areas sets the limits of the different protected areas in the province. The most important ones are Parque Luro Natural Reserve and Lihuel Calel National Park.

The latter is located in south-central La Pampa, in the Department of Lihuel Calel, near the town of Puelches, and it comprises an area of 32,5 thousand hectares. The area holds a wide diversity of flora and fauna, cave paintings made by the native peoples, and hills of approximately 600 meters high, ideal for eco-tourism.

Parque Luro Natural Reserve is a 7,607 hectare

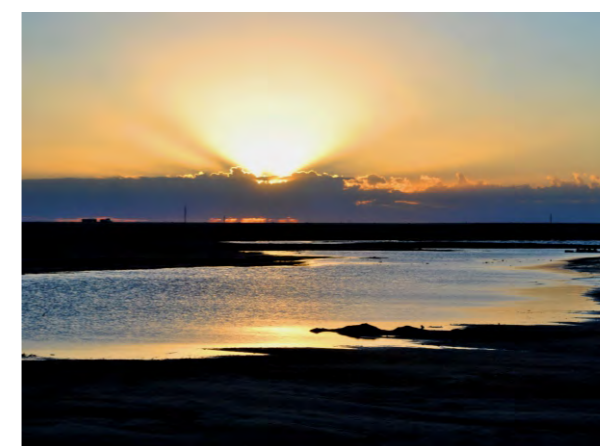
- protected area aimed at preserving the Caldén Ecosystem, the only wooded area of this tree species in the world. Within the reserve three different natural environments, characteristic of La Pampa province, can be identified: the woods, the lagoon and the sand dune. It is located in Toay Department, 35 km southward from Santa Rosa, on National Route 35.

According to the activities developed, the reserve is organized as follows: recreational activities area, preservation area and research area.

Other protected areas are the following natural reserves: Casa de Piedra Dam, La Humada, La Reforma, Guatraché Lagoon, Limay Mahuida, Ñochilei Co, Pichi Mahuida and Cerro Negro.

### Water resources.

Water resources are crucial factors in determining the economic and social development of La Pampa. Provincial constant state policies aim at efficiently defending, preserving and maximizing provincial water resources. In the territory of La Pampa there are rivers, streams, natural springs, lagoons and salt mines. All the rivers that flow through the province are interprovincial.



The headwaters of Río Quinto are located in the Province of San Luis. The river then runs across southern Córdoba, La Pampa in Bernardo Larroudé, and from that locality it flows towards the Province of Buenos Aires.

The Río Colorado serves as southern frontier boundary with the Province of Río Negro. This river is a water resource shared by five provinces: Mendoza, Neuquén, Río Negro, La Pampa and Buenos Aires, and is regulated by an interprovincial treaty signed in 1976. The enforcement authority is the Comité Interjurisdiccional del Río Colorado (COIRCO). The Ente Provincial del Río Colorado (EPRC) is the body responsible for implementing the Programa Provincial de Aprovechamiento (Exploitation Provincial Programme) which considers the following uses for the hydric resources: human and livestock consumption, irrigation availability, hydropower, tourism, among others.

Casa de Piedra Dam, located on the margins of the Río Colorado, is an undertaking whose main aim is to mitigate the annual flooding of the river, irrigate the surrounding lands and generate electrical power. The dam is 11 km long and the artificial lake covers a 36-thousand-hectare area. Casa de Piedra Tourist Village, located in the Department of Puelén, lies at the side of the lake.



Tourist Village Casa de Piedra

The basin of the Ríos Atuel and Salado-Chadileuvú-Curacó crosses the province through the Departments of Chical C6, Chalileo, Puelén, Limay Mahuida, Curac6 and Lihuél Calel, from north to south, and then towards the southeast. The headwaters of the Río Atuel are located in the Province of Mendoza and the river ends in La Pampa.

As a result of the excessive use of the rivers waters that highland provinces have made, both the Ríos Atuel and Salado have lost their original hydrological behavior. This has caused severe environmental damage which has seriously affected the Province of La Pampa.



Atuel River

#### Transport and communications.

Connecting and binding together the Pampean territory with different consumer markets is a crucial aspect to be taken into account for setting an investment project.

The province has an extensive road infrastructure made up of national roads (which are part of the National Road Network), provincial roads (controlled by the Provincial Bureau of Roads) and byroads. The Provincial Bureau of Roads is the enforcement authority for issuing transit permits for the different means of transport.

In 1953 La Pampa only had 40 km of paved roads. Nowadays more than 4 thousand kilometers of paved roads connect the different localities and link the territory of the province with different locations around the region and the country.

La Pampa is connected with different localities and regions as follows:

National Route 5, which is fully paved, connects the province with the City of Buenos Aires and the centre of the Province of Buenos Aires.

National Route 35, which intersects with other national routes, connects the province with the Province of Córdoba, thus providing access to the northern provinces, and with the city of Bahía Blanca.

National Route 188, which intersects with other routes, connects the province with Rosario (the capital city of Santa Fe) and the north of the Province of Buenos Aires.

National Routes 151, 152, 154, 22 and Provincial Routes 20 and 106 provide access to the Patagonia region.

National Route 143 connects the province to the Cuyo region.

#### Distance chart .

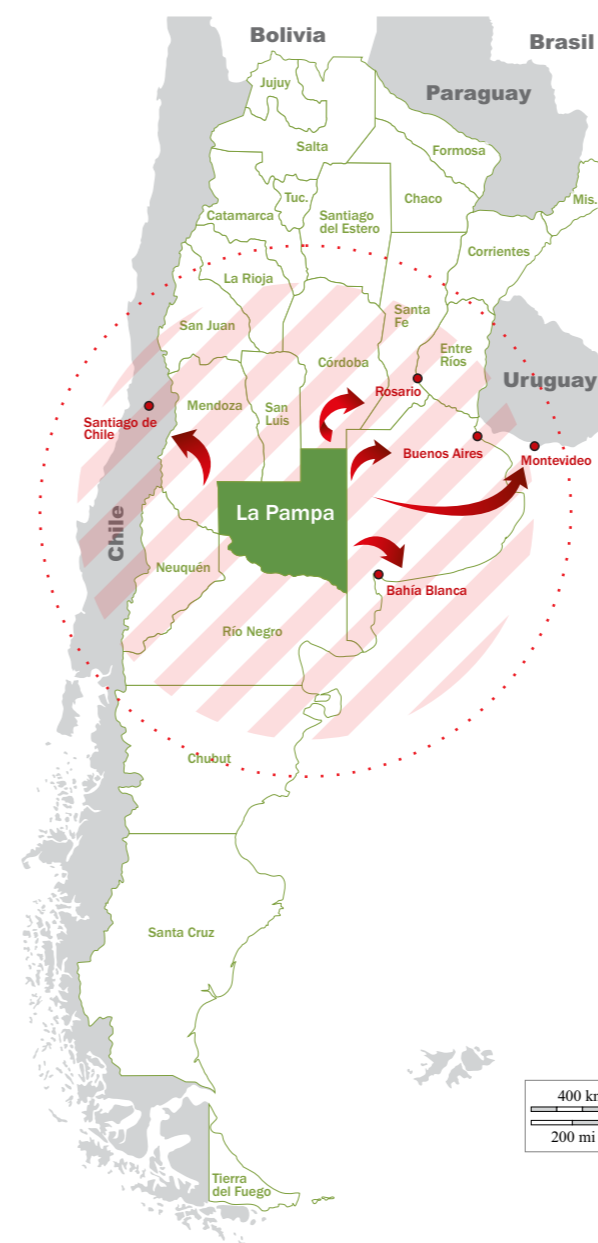
Distance to Buenos Aires: 600 km

Distance to Rosario port: 620 km

Distance to Bahía Blanca port: 320 km

Distance to Santiago (Chile): 1,100 km

Distance to Montevideo (Uruguay): 1,100 km



#### Air transportation.

With regard to air connections, in the Province of La Pampa there are two authorized airports: a domestic airport in Santa Rosa and an international freight airport in General Pico. The licensee of these airports is Aeropuertos Argentina 2000.

Santa Rosa Airport serves national regular flights. It operates a domestic flight Santa Rosa-Buenos Aires, Buenos Aires-Santa Rosa (from Mondays to Saturdays).

Both airports are authorized for receiving private flights.

#### Land transportation.

As regards freight railway transport, the licensee is Ferro Expreso Pampeano S.A. It is important for the transportation of cereal, food and freight in general to port.

The Province of La Pampa also provides a wide and varied offer of middle- and long-distance bus transport. About twenty bus transport companies connect La Pampa with different locations throughout the country. The existing minibus services generally connect localities within the province or with localities in the west of the province of Buenos Aires.

**Energy.**

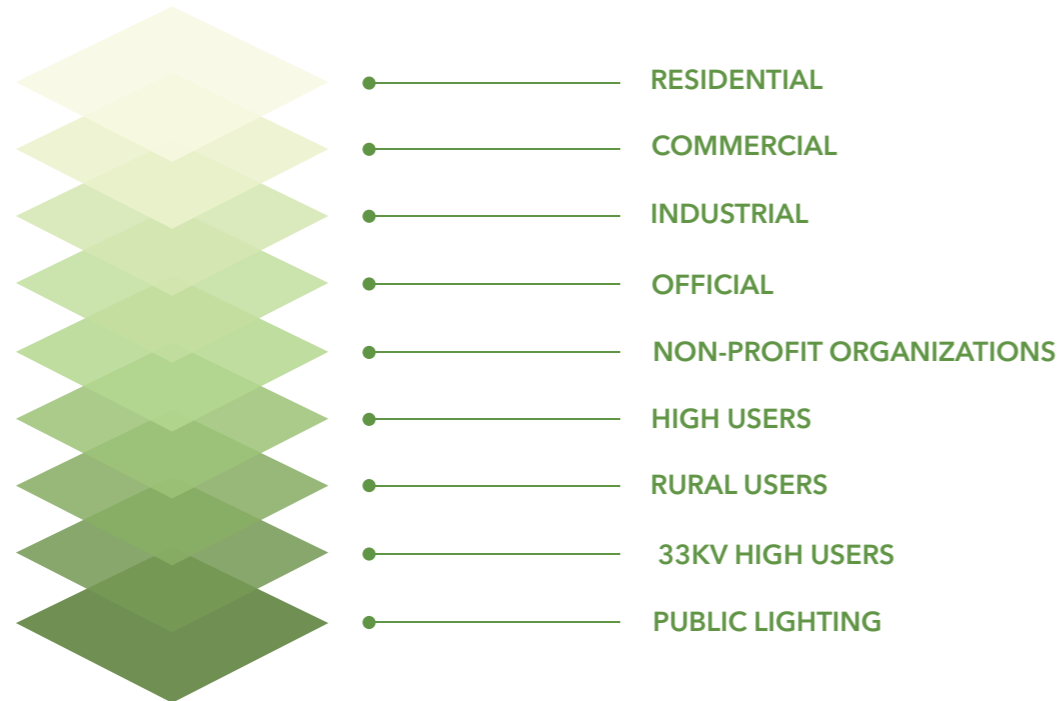
The electrical energy supply in the Province of La Pampa is delivered through 29 cooperatives in different localities. The Administración Provincial de Energía (Provincial Management of Energy) - APE- was granted a concession (of about 897 thousand MWh of electricity a year) for electrical distribution by the wholesale electricity market. Cooperatives serve 159 thousand consumers. This system is formed by the western subsystem (Los Divisaderos Transformer Station and Hydroelectric Plant), which supplies electricity to

the area of 25 de Mayo; and by the eastern subsystem, which connects the Argentine System of Interconnection through the transformer stations in Puelches and Macachín.

In the town of General Acha there is a wind farm which produces wind energy and is operated by the local cooperative.

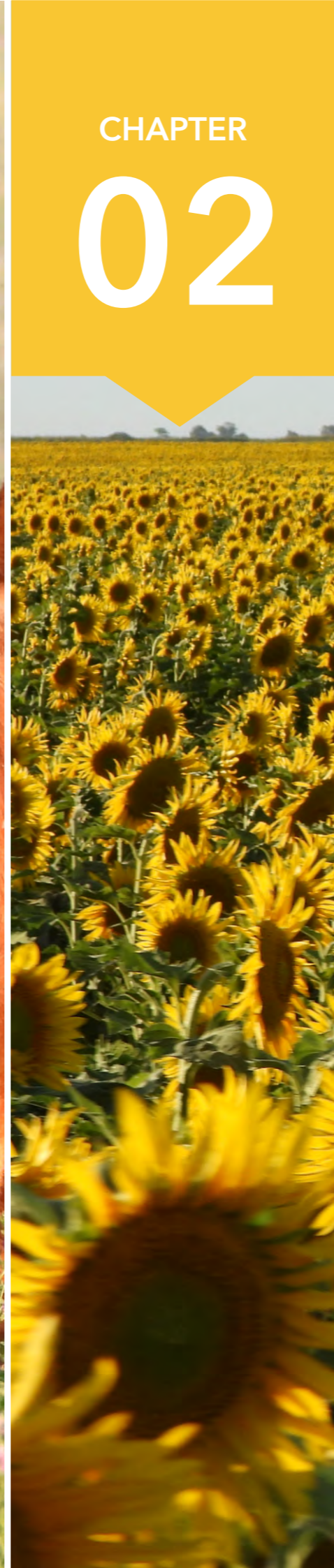
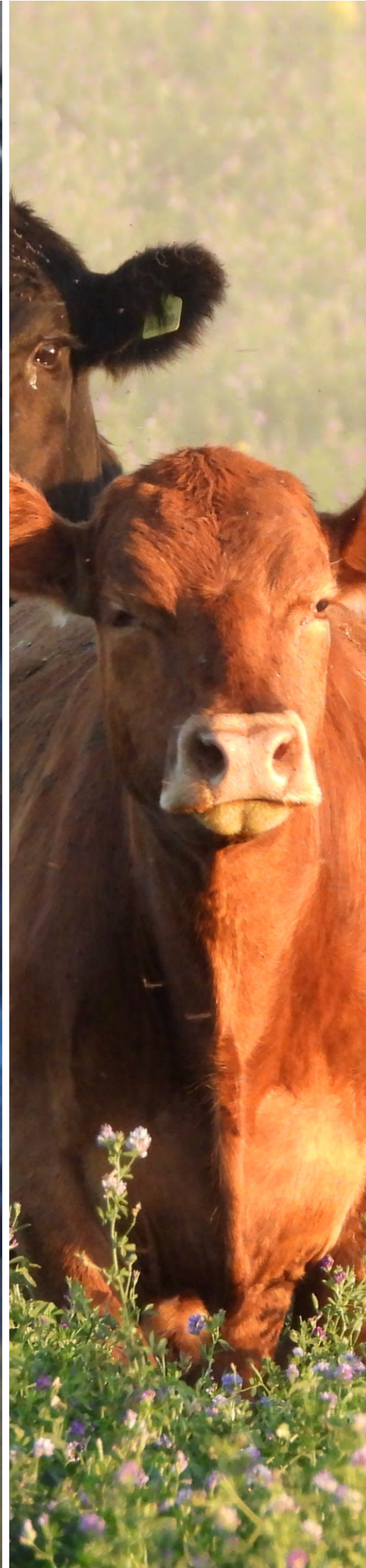
With the purpose of providing electricity supply to rural areas, the Province of La Pampa, through APE, provides this resource to certain areas by installing photovoltaic panels.

There are several categories of consumers:



Through its energy policies, La Pampa is committed to providing a regular and efficient service, with the aim of improving, on a permanent basis, the electricity supply for the inhabitants and of delivering security of supply to the industrial sector.





CHAPTER  
**02**

PRODUCTION STRUCTURE



The Province of La Pampa Administration, through Banco de La Pampa, offers a variety of credit lines for all production, commercial and service sectors.

The Province of La Pampa presents a diversified production framework, within a territory whose development is based on the advantages and resources of each of its regions. This chapter describes the main economic activities representing investment opportunities and which constitute the production basis of the province.

**Agriculture.**

Agriculture is one of the main economic activities within the production profile of the province. Seasons are fine or gross, depending on the size of the grain and the time of the year when harvest and recollection are carried out:

- Fine harvest crops - winter crops are sown from May to July and harvested from November to January -. Wheat is the main crop in this group where barley, rye and oat are also included.
- Gross harvest crops - this season starts in mid September and finishes in January depending on the crop-. This group includes soybean, corn, sorghum, and sunflower as main crops.

The development of agriculture in the province may vary from year to year according to the markets and weather conditions. According to the planted surface wheat is the main fine harvest crop, while corn is the main gross harvest crop and soybean is the second one. Nevertheless, sunflower is an important crop as well; as they are sown approximately 200 thousand hectares throughout the province territory. This means that 20% of the national area sown with sunflower is concentrated in La Pampa, making it the second main province producing this crop in the country.

Alternative crops such as rape, flax, canary grass, millet, peas, chickpea, lentil and peanut are also grown in the province. Peanut is the most extended crop as, during the past few years, 14 thousand hectares have been cropped approximately with an average yield of 3,200 kg/ha.



Field sown with soy

**Main indicators:**

Crop	Season	Sown surface in has.	Harvested surface in has.	Yearly production in tons	Average yield (kg/ha)
Wheat	2017/18	295.060	290.160	641.571	2.211
Sunflower	2017/18	177.900	175.600	600.439	2.501
Corn	2016/17	479.000	169.900	1.096.620	6.445
Soybean	2016/17	496.000	428.316	1.271.870	2.969
Oat	2017/18	183.100	47.200	64.820	1.373
Rye	2017/18	91.000	19.400	28.290	1.458
Sorghum	2015/16	48.970	42.370	149.800	3.736
Malting barley	2017/18	103.980	88.580	201.282	2.272

Source: Bureau of Agriculture. Ministry of Production. Province of La Pampa Administration.

**Area of irrigated land production.**

In the southwest region of the province, a system of water exploitation of the Río Colorado was designed so as to irrigate large areas of land and make it possible to develop different kinds of crops. This system includes the towns of 25 de Mayo, La Adela, Gobernador Duval and Casa de Piedra.

Within this area, main production includes alfalfa, horticulture, livestock, fine fruits and winery. **This area represents a potential irrigated land production of 12 thousand hectares, out of which approximately 7 thousand hectares are under production.**

Investors interested in acquiring plots of land must submit a production project to the Ente Provincial del Río Colorado (a body dependant on the Ministry of Production of La Pampa). This body and Banco de La Pampa JV provide counseling to develop these entrepreneurial projects.



Irrigated Area in 25 de Mayo

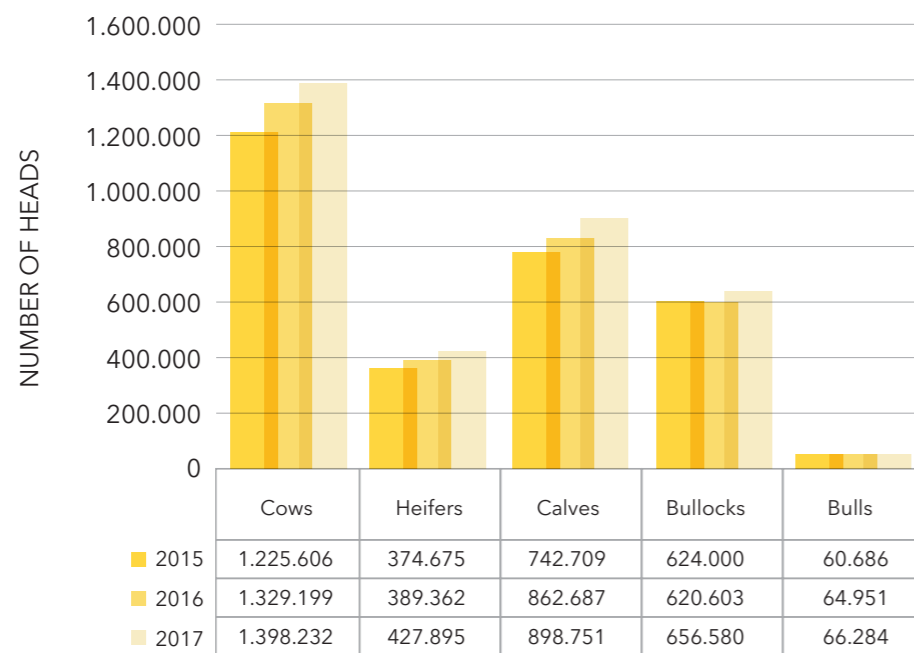
**Livestock.**

This economic productive sector plays a key role in the province economy and it is developed throughout the whole territory. Bovine livestock represents one of the main sustainable activities in La Pampa, which is in constant need of new technology and processes, and also training courses for every participant of the production chain. Over the past few years, La Pampa has shown an increase in the amount of livestock.



Cattle-Raising

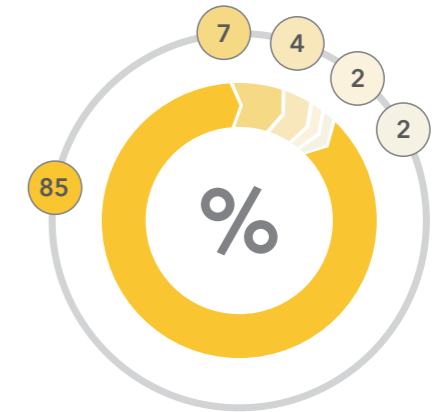
**Evolution of livestock during 2015/2016/2017**



**At present, bovine livestock raises to 3.5 million heads** which represents 85% of the livestock production of the province and 6.5% of the national production.

Over the last years, livestock production of beef has shown great advances from a genetic point of view, making it possible for the province to offer a larger number of plants that improve the most traditional British breeds in Argentina. This represents an outstanding added value not only to the quality of beef but also to the female breeding stock. The number of registered livestock herds raised from 39 to 71, with a continuous increase on the number of bulls produced.

The production of ovine (7%), pig (4%), caprine (2%), and equine (2%) cattle is also important within the livestock production sector of La Pampa.



The total number of ovine and caprine units is 312 and 88,5 thousand respectively, while the total number of pig units is 159 thousand.

**Bovine milk production.**

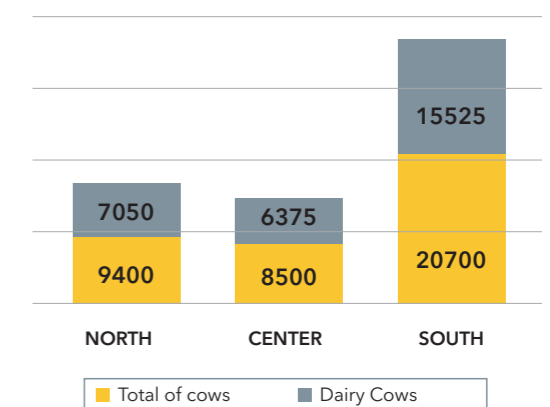
There is an important production of milk in La Pampa which is divided in 3 dairy bowls according to the agro-ecologic features defining the production style of the milking yards, especially because of the cattle feeding.

At present there are:

- 139 milking yards at work,
- 19 milk processing plants (cooperatives, factory - milking yards, cheese factories)
- 2 mozzarella dough processing plants.

The most significant is the southern dairy bowl as it has experienced the greatest growth rate both regarding the number of milking yards and the productivity and number of cows.

**Production per dairy bowl**



In La Pampa 200,7 million liters of milk are annually produced, out of which:

- 15,385 million kg of cheese are made. 50% are unripened cheese, 25% are lump cheese and the remaining 25% are hard cheese.
- 400 thousand liters of milk are intended to produce dulce de leche, and
- 126 million liters of milk are processed.



Cheese making plant

**Meat Production.**

Because of the existence of different systems to manage bovine farms, the province of La Pampa is ready to produce meat through extensive systems, husbandry in natural pastures and mixed systems. The latter ones together with strategic supplementation and penning constitute the basis of the calves' fattening system. Thus, different production models coexist depending on the variable environmental conditions of the province together with market needs and cattle companies features.

**166 thousand tons of bovine meat are produced each year in La Pampa which equals to 709 thousand bovine slaughtered units.**

There are 11 authorized plants by SENASA to slaughter bovine beef. 4 of these plants are slaughtering houses authorized to export beef and giblets; 2 slaughtering houses have Hilton Quota applied and 1 slaughtering house exports Quota 481

Bovine cattle slaughtered in slaughtering houses in La Pampa are exported to:

- 54 % Hilton exports (export quota of high quality and value beef to the European Union)
- 36 % Exports to other countries (Brazil, Canada, United States, Chile, Colombia, Angola, Algeria, China, Congo, Israel, Palestine, Arab Emirates, Russia and South Africa).
- 9 % Exports to the European Union.
- 1% Exports to the European Union through Quota 481 (Feed -Lot Quota )

In La Pampa, apart from beef production, pork, ovine and goat meat are produced in authorized slaughtering houses.

**Apiculture.**

Apiculture plays an outstanding role within the provincial production structure, as honey production represents 10,5% of the national production. There are 52 honey extracting rooms throughout the different departments in the province, where 3,8 thousand tons of honey are obtained.

**Over the past few years, honey production increased by 40%.** 2,6 thousand tons of Pampean honey are exported and the main export market is Germany.

In General Pico, honey producers have a Food Quality Lab - LabCAP - where tests to guarantee product quality are performed.

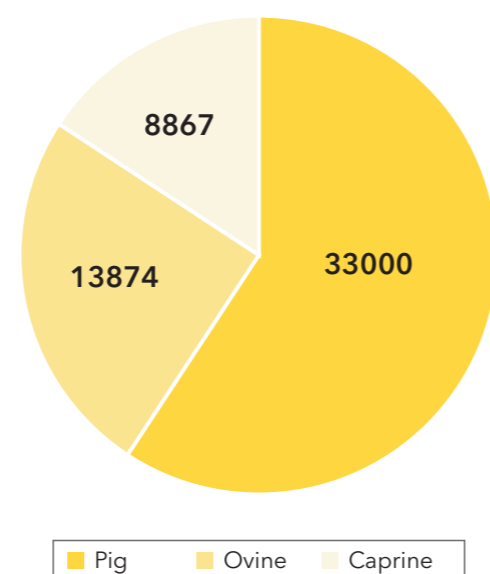


Beekeeping and agri-food Park from General Pico



Pampean honey production

**Provincial annual slaughtering**



The provincial Administration implements active policies aiming at developing and diversifying markets for different kinds of meat.



Exportation Meat

**Cynegetic Activity: Hunting .**

Hunting is an important activity that invites a great number of foreign hunters to come and visit the province. **There are 43 authorized game preserves in the province.**

To develop this activity, hunters must ask for the hunting permits which vary according to species. There is a sport hunting calendar establishing the dates and quota allowed per hunter. According to figures gathered by the Bureau of Natural Resources under the Ministry of Production - the institution that regulates the activity - 42% of permits are for wild boars while 21% are for red deer. To a lesser extent, permits are asked for hunting species such as large hair armadillo, puma, fox, plains viscacha, hare and pigeon.

**Hydrocarbons and Mining .**

Mining production in La Pampa is based on the extraction of different minerals. The main activity is the production of salt both for cooking purposes and for chemical industry.

*La Pampa is one of the main producers of salt in the country.* In the province other minerals such as bentonite, gypsum and Limay Mahuida marble (black marble) are extracted. The production of oil and gas is located in the West region of the province, more precisely in the Department of Puelén, and it constitutes a significant economic resource.



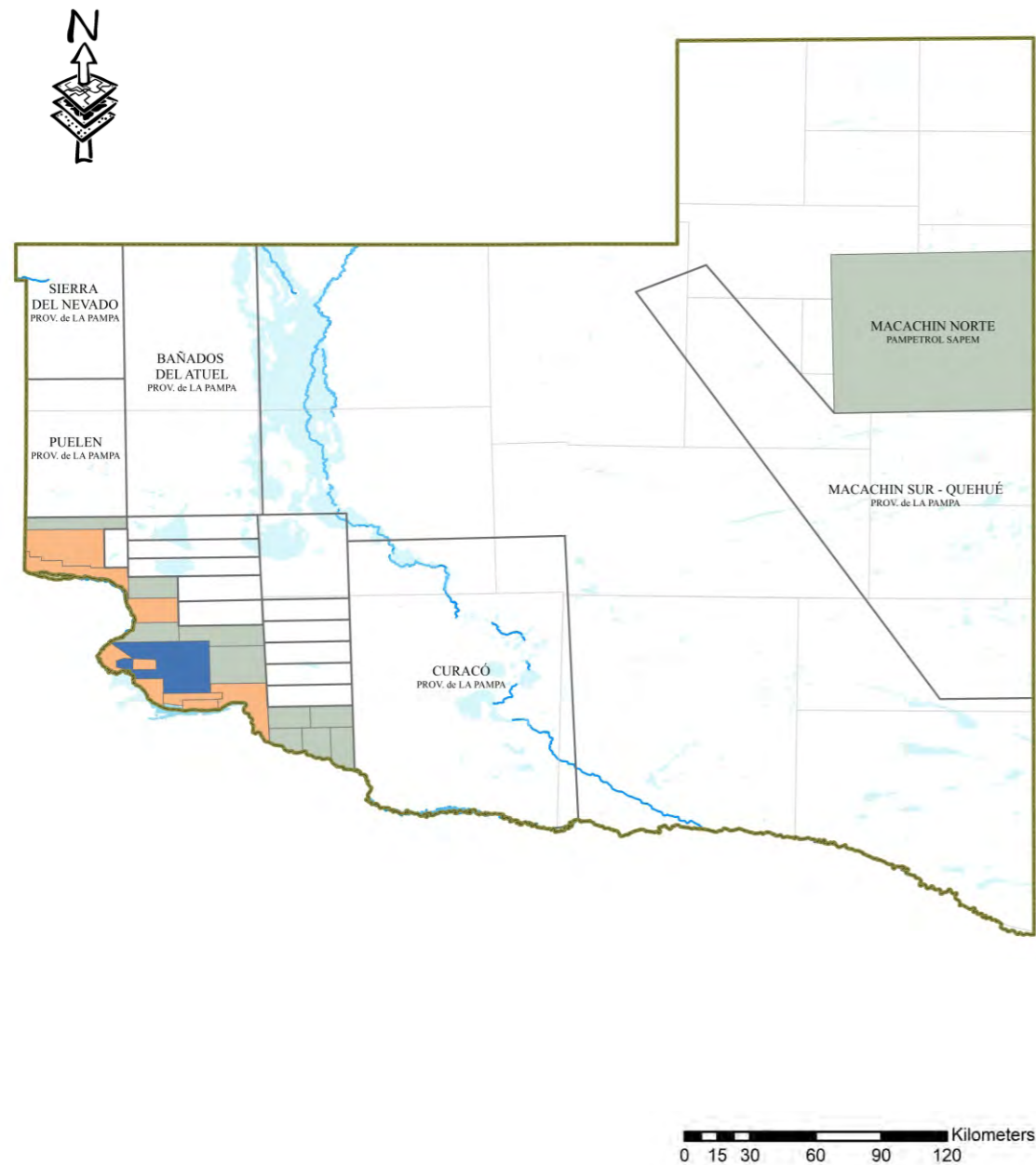
Over the past few years, this sector has experienced a remarkable development by increasing oil production and developing new areas.

In 25 de Mayo there is a Pampean oil refinery, and it is the first one in Argentina having its own oil pipeline.

**The annual oil production in La Pampa is 1,2 million cubic meters.**

**At present there are 1,720 operating oil wells.**

### Hydrocarbons Area



Industrial Activity in La Pampa

### Foreign trade.

Historically, La Pampa is one of the main providers of beef, cereals and oleaginous crops. At present, apart from exporting raw material, La Pampa trades oil, balanced food, flour, agrifood and some of its byproducts. Companies built over local capitals produce most of these export goods. The exports registered in 2017 represented 532 million dollars.

Exports from La Pampa are divided into three main groups: agriculture and livestock manufacturing, industrial manufacturing and primary sector products. 89% of the exports are primary sector products.

According to the Bureau of Statistics and Census of the provincial Administration, manufacturing industry rendered 5,8 million pesos in 2015. The main production belongs to the area of food and drinks.

In General Pico the Duty-free Zone of the province is located, with different industries which aim at fostering the development of the area by offering important tax, customs, infrastructure and service benefits to the companies operating in this industrial park.

Which represents the main export area, with cereals in the first place followed by oleaginous crops and honey.

**Over the past few years, public policies have fostered the inclusion of added value to the production of these export goods.**



Trade mission abroad.

*Over the past few years, public policies have fostered the inclusion of added value to the production of these export goods.*

**China, Brazil, Vietnam, Egypt, Germany and Algeria are among the countries receiving the province exports.**

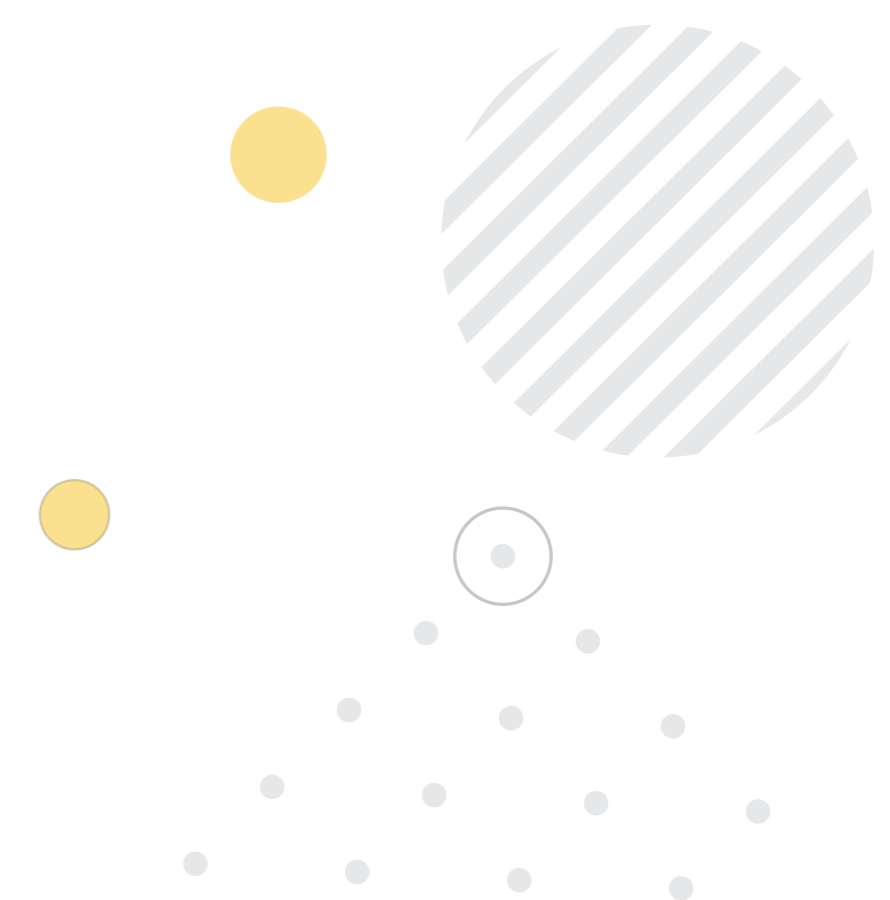
The second important export area is agriculture and livestock manufacturing, with beef being the most important product and the one showing a positive evolution. The third important export area is the group of fats and oils and, finally, milling products, such as flours.

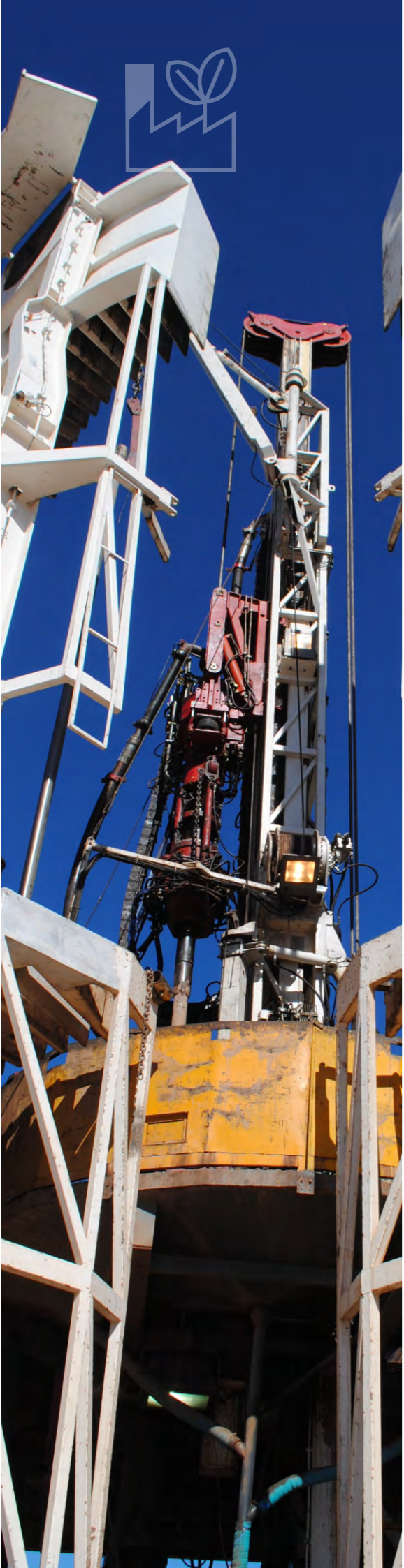
The total amount of manufacturing exports of agriculture and livestock origin rose to 54 FOB million dollars in 2017.

As regards exports of industrial origin, the total amount rose to an approximate value of 3,7 FOB million dollars, which were mainly exported to Uruguay, Paraguay and Bolivia.

Customs clearance is of outmost importance for speeding up the foreign trade process for companies and, in turn, fostering production development.

All companies from La Pampa have a customs clearance branch office in General Pico, which has jurisdiction in every provincial department and which allows for export and import trade.





CHAPTER  
**03**

**INDUSTRIAL PARKS AND AREAS**



Industrial parks and industrial areas are spaces especially designed for the settlement of companies: they organize the urban and environmental space and boost industrial development.

Throughout the Province of La Pampa there are localities that set aside part of their territory for the settlement of industries or strategic services. These spaces are called industrial parks or industrial areas and the settlement of companies implies benefits linked to real estate values and infrastructure.

At present, there are 17 industrial areas and industrial parks in La Pampa, of which 7 are enrolled in the Registry of Industrial Parks belonging to the Bureau of Industry, a branch of the National Administration.

With the creation of these spaces, the Province of La Pampa:

- \*Creates Industrial Development Zones which favor the settlement of local and national industry.
- \*Concentrates business activity (industrial, commercial and service activities), which is scattered about the towns, with the aim of achieving better environmental and urban control, reconciling the requirements of economic benefits with society-welfare demands.
- \*Provides conditions of accessibility, infrastructure and common equipment, all of which may be needed by already operating companies or future entrepreneurs.
- \*Contributes with the improvement of the production processes, enabling an organized arrangement for the rational use of space.

In La Pampa there are two industrial parks which stand out for their extensive development of activities:

- Santa Rosa Industrial Park
- General Pico Industrial Park

Each of these parks is managed by an Administrative Commission constituted by a municipality member, a representative of the Unión Industrial de La Pampa (Industrial Labor Union of La Pampa), a representative of the users and a representative of the Bureau of Industry - body which depends on the Ministry of Production, and which acts as enforcement authority in both parks.

Numerous industrial areas and industrial zones, managed by their respective municipalities, are already operating in inland areas of the province. Although these are areas of municipal jurisdiction, the Ministry of Production of the province actively works to strengthen them, by helping the mayors with technical counselling, in their dealings with national offices, and by providing financial support to improve the available infrastructure and thus promote the settlement of new companies.

There are also two developing agrifood parks: one in General Pico and the other in Santa Rosa.

#### General Pico Industrial Park

Ruta Provincial N° 101 Y Calle Cardidi C.P. (6360).  
General Pico. La Pampa.

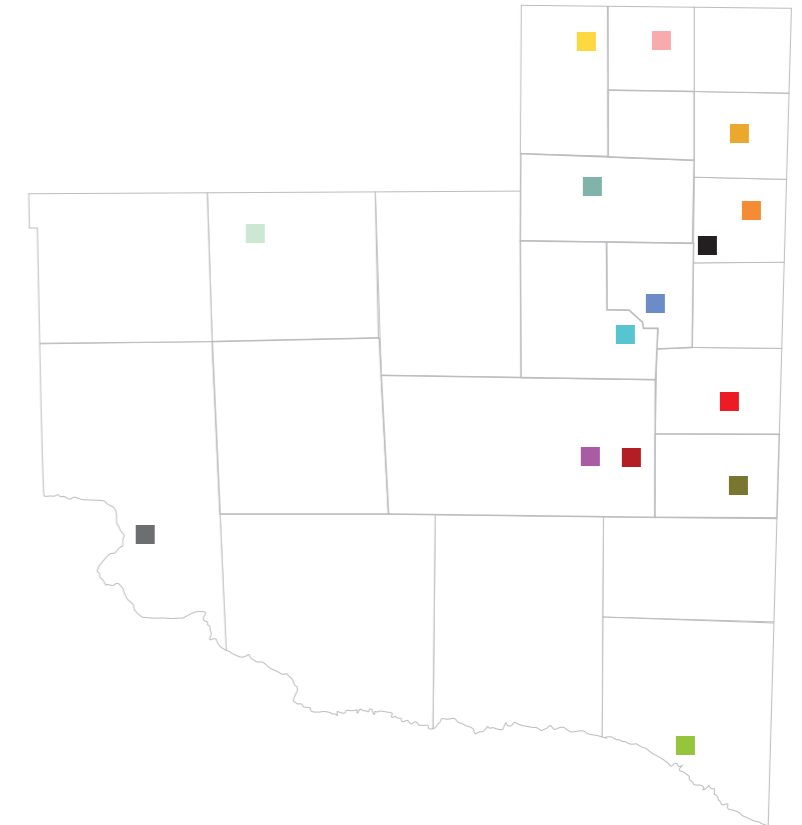
Contacto: Dirección de Industria. Ministerio de la Producción.

Centro Cívico. 3° Piso. Santa Rosa. La Pampa.  
Tel: (02954) 452600 int 1225.

Superficie total: 108 hectáreas.

#### Geographical location of industrial areas and industrial parks in La Pampa:

- Ataliva Roca
- Eduardo Castex
- General Pico
- La Adela
- Quemú Quemú
- Realicó
- Santa Rosa
- Toay
- 25 de Mayo
- General Acha
- Guatraché
- Parera
- Uriburu
- Santa Isabel
- Tomas Manuel de Anchorena



#### General Pico Industrial Park

Address: Provincial Route 101 and Cardidi St.  
(6360)

General Pico, La Pampa

Contact information: Bureau of Industry. Ministry  
of Production

Civic Center. 3rd Floor. Santa Rosa, La Pampa

Phone: (02954) 452600 Ext. 1225

Land area: 108 hectares



Industrial Activity in La Pampa

General Pico Industrial Park was established in 1974 by provincial Law N° 530, and in 1998 it was restructured into a Production, Trade and Services Park. It is located on the southeastern edge of the town, 450 km from Bahía Blanca Port, 460 km from Rosario Port and 570 Km from the city of Buenos Aires. The park is adjacent to the local airport and the General Pico Duty-free Zone, as well as to the Ferro Expreso Pampeano railway line.

The park enforcement authority is the Bureau of Industry and it has been enrolled on the Registro Nacional de Parques Industriales (RENPI)<sup>1</sup>.

<sup>1</sup>It is a government body that regulates the national licensees for industrial parks.

The following services are available within its area:

- Access to medium and high-power electric supplies
- Medium-volume gas lines
- Drinking and industrial water supplies
- Sewage system
- Fenced perimeter with access surveillance possibility
- Garbage collection
- Access to public transport
- Paved and gravel roads
- Public lighting
- Storehouses for small businesses
- 60 Tn industrial scale
- Telephone lines and internet connection

The companies currently operating there develop the following industrial activities:

Agricultural, food industry, furnishing, apiculture, carpentry, medical industry, plastic, chemical industry, construction, distribution, technology, engineering industry, this last one being the main activity.



Industrial Activity

### Santa Rosa Industrial Park

Address: Intersection of National Route 35 and Santiago Marzo Bypass Ave.

Santa Rosa, La Pampa

Contact information: Bureau of Industry. Ministry of Production

Civic Center. 3rd Floor. Santa Rosa, La Pampa

Phone: (02954) 452600 Ext. 1225

Land area: 145 hectares



Industrial park - Santa Rosa

Its beginnings can be traced to the year 1974, and it was declared industrial area in 1976. In 2004, it was created by provincial Law N° 2114 and regulated by Decree N° 60/2006 as "Industrial Park incorporating trade and services activities associated with industrial production".

The name of the park is related to provisions set forth in the above mentioned law which states that "80 % of the entrepreneurship must be industrial ones, allowing for the remaining 20 % to be trade and / or services supporting the industrial sector".

The park enforcement authority is the Bureau of Industry and the park has been enrolled on the Registro Nacional de Parques Industriales (RENPI) since 2013.

It offers the following services:

- Electric power
- Sewage system
- Drinking water
- Natural gas network
- Paved roads
- Garbage collection
- Public lighting
- Access control for surveillance and security

Geographic location: It is located 326 km from Bahía Blanca Port and 10 km from Santa Rosa Airport. It is 140 km from General Pico Duty-free Zone, Customs and Airport.

The companies currently operating there develop the following industrial activities: Balanced food, carpentry, construction, distribution, clothing, engineering industry, electro mechanics, chemical industry, turnery, apiculture, food industry, agricultural and plastic industries.

### Procedures for settlement of companies in Santa Rosa and General Pico Industrial Parks

All those natural or legal persons who can document the development of industrial or trade and services activities linked to industrial production can start business in these industrial parks. An Administrative Commission manages the organization of both industrial parks.

The applicant may seek guidance from the Bureau of Industry for filling out the application form for the acquisition of plots. The application is then assessed by the Administrative Commission, which analyses relevance and justification of location or relocation, legal framework and space availability. If all requirements are fulfilled, the plot is pre-allocated.

The applicant, once notified, must submit documents regarding the project and the applicant to the Bureau of Industry, in view of the fact that plots owned by the State are sold to a private investor. The entity will assess compliance with the legal and technical regulations required and issue a technical opinion.

The sale of the plot must be approved by Executive Decree. The plot cannot be resold and it must be used for the specified destination. The price is set by the Province of La Pampa Appraisal Board.

Each park must adjust to Use and Occupancy Regulations.

**General Pico Apiculture and Agrifood Park**

Address: Intersection of Provincial Route 1 and 539 St. General Pico (6360)

Contact information:  
Park Operations Management  
1354, 21 St., General Pico  
Phone: (02302) 436894

Land area: 12 hectares.  
Plots: 28

Benefits of settlement in the Apiculture and Agrifood Park

- Strategic location
- Subsidized value of plots
- Infrastructure and services provision
- Honey extracting and warehouse services
- Closeness to other actors of the apiculture and agrifood sectors
- Quality and distinction
- Support facilities
- Access to financial opportunities

This park has been designed for the location of business activities related to the extraction, industrialization, storage and marketing of products and byproducts of the hive and industrial activities related to the agrifood industry.

Natural or legal persons who can document the development of the activities mentioned above are enabled to start business.

The Park Operations Management is in charge of counselling the applicant at filling out the application form for the acquisition of plots, and of receiving the corresponding documentation and the investment project. It also controls that requirements are fulfilled. For the acquisition of plots, the applicant must submit the documentation referring to the Project and the Applicant, for it to be analyzed and for the contract award to be approved, in view of the fact that plots owned by the State are sold to a private investor.

Available services in the park:

- Communal Honey Extracting Room: it allows producers to have access to post harvest technologies in line with health regulations requirements. It facilitates the implementation of an efficient traceability system, solves the problem of producers who cannot afford the investment to establish their own extracting room, and provides special discounts to small producers.
- Communal Use Warehouse: it offers producers a storage service with high quality and safety standards, and solves the problem of stockpiling honey for exports, which requires manufacturing plants duly authorized by SENASA.



Agri-food Park, General Pico

**Santa Rosa Agrifood Park**

Address: National Route 35, Km 328  
Contact information: Office of Productivity Promotion  
Ministry of Production  
1492 Brasil St.  
Phone: (02954) 420414  
E-mail: ipp@lapampa.gob.ar

Land area: 12 hectares

Provincial food processing plant

Benefits of settlement:

- Subsidized value of plots
- Infrastructure and services provision
- Processing room and process control
- Quality and distinction
- Support services
- Financing
- Truck wash site

This park had been primarily planned as an apiculture park, and was recently redesigned for the localization of industrial activities related to the agrifood sector. It was modified with the aim of providing Pampean companies the necessary facilities to manufacture split food for retailing in line with the corresponding health regulations requirements. This park will soon have a provincial food processing plant.

Investors interested in using the facilities must submit a project. The Ministry of Production then assesses the documentation to approve the contract award.



Agri-food Park, Santa Rosa

#### Toay Industrial Park

Address: Provincial Route 9 and Villarino St. (6303) Toay

Contact information: Municipality of Toay  
514, 9 de Julio St. Toay

Phone: (02954) 381991/90

Land area: 21.5 hectares

This park covers an area that has been especially zoned to offer the companies the necessary infrastructure to carry out their activities: roads, electric power and common areas maintenance.

It is managed by the Municipality of Toay, through Bylaw 17/2015.

This park has recently been restructured into a more industrial profile, which allowed its enrollment on the Registro Nacional de Parques Industriales (RENPI). Therefore, the companies previously established that did not meet this profile requirements were relocated outside the boundaries of the park, in accordance with the concept outlined in the Urban Development Plan of Toay.

This industrial park stands out for its distinctive metallurgical profile.

#### Quemú Quemú Agroindustrial Park

Address: 473 Sarmiento St. (6333) Quemú  
Quemú

Contact information: Municipality of Quemú  
Quemú

Phone: (02333) 442230

Land area: 7 hectares

It is an industrial park under development, which aims at operating in the fields of commerce, services and production. It offers the companies located there infrastructure such as public lighting, roads, fenced perimeter and water drainage system.

City Bylaw 089/2013 establishes the legal and technical conditions that must be met by the companies to settle, as well as internal regulations of the park and land plots purchase agreement.

#### Ataliva Roca Industrial Area

Address: National Route 35, Km 281. (6301)  
Ataliva Roca, La Pampa

Contact information: Municipality of Ataliva Roca  
Phone: (02954) 496018 Ext. 2915

E-mail: [muniatalivaroca@lapampa.gov.ar](mailto:muniatalivaroca@lapampa.gov.ar)

Land area: 4.62 hectares

This area is currently under development. It offers the companies located there infrastructure such as:

Drinking water

Public lighting

Green areas

Roads

Fenced perimeter

Electric power

Car park

Parking lot for trucks

Common areas maintenance

Road nomenclature

Gas supply

Signposting

Power substation



### Realicó Agroindustrial and Services Area

Address: National Route 188, N° 478. (6200)  
Realicó, La Pampa  
Contact information: Municipality of Realicó  
1563 España St. (6200) Realicó, La Pampa  
Phone: (02331) 462781 / (02331) 462780 Ext. 36  
  
Land area: 14 hectares

This agroindustrial area offers the companies located there infrastructure such as drinking water, roads, water drainage system and electric power.  
The request for plots should be made to the local Production Committee, because the park falls under the scope of the municipal sector.  
This area has been enrolled on the Registro Nacional de Parques Industriales (RENPI).

### La Adela Agroindustrial Park (PALA)

Address: National Route 22. Km 853. (8134) La Adela  
Contact information: Municipality of La Adela  
Address: 262 Río Negro Lane, La Adela, La Pampa  
Phone: (02931) 430650  
E-mail: muniadela@speedy.com.ar  
  
Land area: 108 hectares

This area offers the following services::

Public lighting
Commercial area
Green areas
Roads
Fenced perimeter
Electric power
Car park
Parking lot for trucks
Road equipment
Common areas maintenance
Power substation

This park was created in October 2011 through a municipal bylaw, and due to its position on the borderline with the Province of Rio Negro, several companies from that province have submitted projects for settling there.

The park is strategically located on National Route 22.

It has been enrolled on the Registro Nacional de Parques Industriales (RENPI) since 2011.

### Eduardo Castex Commercial, Industrial and Service Park

Address: National Route 35. Km 405. (3680)  
Eduardo Castex  
Contact information: Municipality of Eduardo Castex  
Address: 650, 9 de Julio St. Eduardo Castex, La Pampa  
Phone: (02334) 445595  
E-mail: saoretti@cospec.com.ar  
Land area: 12.7 hectares

Other industrial areas under development in the Province of La Pampa are located in:

#### General Acha

Contact information: Municipality of General Acha  
776 Don Bosco St. General Acha, La Pampa, Argentina  
Phone: (02952) 432115

#### Guatraché

Contact information: Municipality of Guatraché.  
20 Las Heras St.  
Phone: (02924) 492001/492627 Ext. 2943  
E-mail: municipalidad@deguatrache.com.ar

#### Santa Isabel

Contact information: Municipality of Santa Isabel  
Phone: (02338) 493119/493099/493077  
E-mail: munisantisabel@infovia.com.ar

#### 25 de Mayo

Contact information: Municipality of 25 de Mayo  
Phone: (0299) 4948293/4948028  
E-mail: municipalidad25demayo@lapampa.gob.ar  
Web: municipio25demayo@cotecal.net.ar

Infrastructure and equipment:

Green areas

Roads

Electric power

Internet service

Telephone service

It has been enrolled on the Registro Nacional de Parques Industriales (RENPI).

#### Uriburu

Contact information: Municipality of Uriburu  
Phone: (02954) 493099/493054 Ext. 2838

#### Parera

Contact information: Municipality of Parera  
Phone: (02331) 497114  
E-mail: municipalidadparera@cernet.com.ar

#### Tomás Manuel de Anchorena

Contact information: Municipality of Anchorena  
Phone: (02953) 490003/490004 Int. 2478  
E-mail: municipalidadanchorena@infovia.com.ar

#### Alpachiri

Contact information: Municipality of Alpachiri  
Phone: (02953) 497102/497158  
E-mail: municipalidadalpachiri@lapampa.gob.ar

*The Administration of the Province of La Pampa promotes the companies' competitiveness by helping industries located in the industrial areas to have access to various credit and financial tools.*



CHAPTER  
**04**

**LA PAMPA DUTY - FREE ZONE**



*Strategic Industrial, Trade and Services Hub.*



La Pampa Duty-free Zone is placed in General Pico, strategically located in the center of the country. Companies located within this zone have great tax, customs and credit benefits.

For this reason, this area is exceptional for the production of goods with national and imported components.

A Duty-free Zone constitutes an area within the national territory where customs legislation is not fully applied or where there is a special customs management, i.e. foreign goods can enter and stay, be transformed into other goods, without falling under regular tax legislation. Both entering and exit of goods in Duty-free Zones are considered as import and export trade.

Goods produced in La Pampa Duty-free Zone, apart from being exported, can be traded within the General Customs Territory (GCT), which constitutes an **exclusive benefit for this duty-free zone**.

As regards geographical position, General Pico is equidistantly located between the Atlantic and Pacific Oceans. Besides, it is near Bahía Blanca and Buenos Aires ports, which benefits the exit of all loads that are moved through the sea. It is located within a 600 km radius from the most important consumption centers of the country such as Buenos Aires, Córdoba, Rosario and Neuquén and a network of railway and national routes.

**La Pampa Duty-free Zone has a Customs Clearance Office that allows users to speed up either export or import trading operations.**

Within this zone there is a special tax and customs regime by which companies operating in this area are exempt from paying customs rights, national or provincial taxes, local taxes and properties taxes, either current or to be implemented.

Another important benefit for these companies is the shipping of products to third countries which are neither included in the export rights nor in the import rights of foreign raw materials; the company only pays the rights corresponding to national components.

In La Pampa Duty-free Zone it is possible to receive second-hand capital goods coming from abroad. Neither used nor new capital goods accrue custom rights or taxes as long as they stay within the area. Basic industrial expenses (electricity, gas, water and telecommunications) are exempt from paying taxes, so users pay plain rates without national, provincial or municipal taxes.

#### Benefits for companies placed in La Pampa Duty-free Zone:

- Capital goods are exempt from paying nationalizing expenditures.
- The entry of used capital goods is exempt from economic restrictions.
- Civil construction works are exempt from paying added value tax.

#### Operational benefits

- Possibility of selling the whole production to the General Customs Territory.
- 100% reduction of social security employers' contributions
- 100% repayment of social securities and labor risk insurances
- Exemption from paying statistical rate and provincial and municipal taxes
- Warrants issuing
- Exemption from paying basic services taxes
- Exemption from paying added value tax over import and export rights



Customs. Free Zone, General Pico



Aerial View. Free Zone

In General Pico Duty-free Zone companies can adopt two different legal forms:

- Direct Users: they hire directly to the Duty - Free Zone licensee (At present Aeropuertos Argentina 2000). This means they are liable over a piece of land or building and they are also liable before Customs for clearance of everything entering or exiting the premises, either proper or third party's goods.
- Indirect Users: they became such users by signing a contract with a direct user or with the licensee (as direct user). They need not carry out a direct clearance before Customs.  
This applies to companies that make a third party's temporary merchandise deposit, but who are not direct users within the Duty-free Zone.

Those companies settled within this Duty-free Zone have access to the following services and infrastructure:

Information and Communication Technology
Surveillance
Access Control
First Aid and Fire fighters Stations
Buffe
Electric Power
Industrial Water Network
Gas
Premises Maintenance Services
Roads Network
Air Connections

At present, in the General Pico Duty-free Zone the industries in operation belong to the following producing sectors: food, agrochemicals, pharmaceutical industry, plastic, construction, textile and information technology industries, among others.



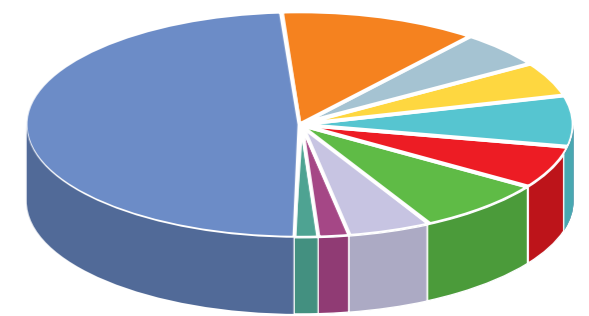
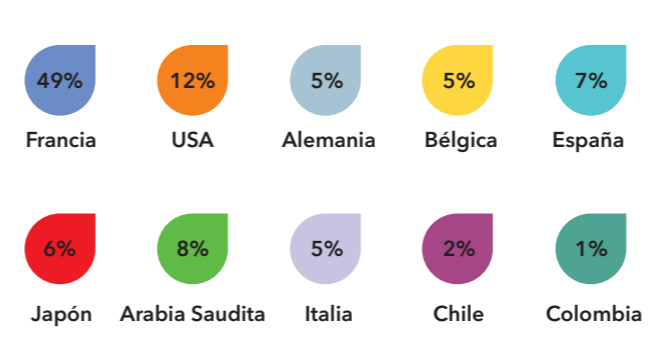
Industrial Activity



**Markets.**

Main countries receiving production from companies placed in this Duty-free Zone are the following: Chile, Colombia, USA, Germany, Belgium, Spain, Japan, Arabia Saudi, Italy and France.

**Destinations**



Source: La Pampa Duty -free Zone Licensee

Contact Information :

**Servicios y Tecnología Aeroportuarios S.A**

📍 José Viscardis St. 1161  
(6360) General Pico. La Pampa  
Honduras 5663 (1414) Buenos Aires

☎ (02302) 423636/37/45

✉ zfranca@aa2000.com.ar

🌐 www.zflpampa.com.ar

**Ministry of Production. Administration of La Pampa**

📍 José Viscardis St. 1169  
(6360) General Pico. La Pampa

☎ (02302) 431522/436293

✉ zonafranca@lapampa.gov.ar

🌐 www.produccion.lapampa.gov.ar





CHAPTER

05

## TRADE PROMOTION CENTERS



### Promotion trade centers.

Promotion and trade assistance policies that provide support to Pampean companies are key tools of the strategic planning carried out by the Administration of the Province of La Pampa in search of new markets. The Business Center that the Administration of La Pampa has in Neuquén city is an example of this type of initiatives.

#### LA PAMPA BUSINESS CENTER, BASED IN PATAGONIA

*A space of production and commercial integration*



*The Administration of the Province of La Pampa, through the implementation of a markets development program, started a strategically located business center in the city of Neuquén, in August 2016*



*Inauguration Business Centre*

Launching and implementation of the project was coordinated by the Ministry of Production, the Banco de La Pampa JV and the Industrial Labor Union of La Pampa -UNILPA.

The main aim is to serve as a gateway for Pampean products into the Patagonia region because, over the last years, Neuquén has become an important trade exchange center. This business center allows small and medium-sized companies from La Pampa to have access to a commercial office with adequate infrastructure, personnel and various services to develop their activities in an immediate way, without necessarily

having to make an initial investment or taking the time for the installation and maintenance of an office of their own. The commercial office is strategically located on one of the secondary roads of National Route 22, towards the airport, along which approximately 60 thousand vehicles run daily. It covers an area of 430 covered square meters and is laid out on two levels. It also contains an uncovered area for the exhibition of metallurgical implements and for the construction sector.

In the commercial center, activities aimed at the promotion and positioning of Pampean products in the Patagonia region are carried out, such as:

Business rounds

Featuring and tasting sessions of Pampean products

Products exhibition

Working sessions

Training workshops

Support in the organization of individual work schedules for Pampean companies

Counseling services for companies on supply, demand and market structure in Neuquén and the neighboring region, which aims at strengthening commercial activity



*Business Centre's Head Office in Neuquén*

**This commercial center also functions as:**

- Investment Promotion Body in the Province of La Pampa
- Institutional Relationship center
- Operator to identify commercial opportunities
- Commercial platform which provides information on the services and financial tools offered by Banco de La Pampa.



The Business Center can be used by any natural or legal person located in the Province of La Pampa who, through productive units, industries or companies of agricultural products (either of industrial or craftwork origin), manufacture products or provide services considered to be Pampean.

The companies interested in the Business Center must comply with the following requirements:

- To be currently enrolled in the Administración Federal de Ingresos Públicos (AFIP)<sup>1</sup> and Dirección General de Rentas (DGR)<sup>2</sup>;
- To have municipal authorization,
- To have authorization or to be enrolled in the control bodies corresponding to each activity and in case the product or industrial process requires it (for example, in the food sector: Registro Nacional de Establecimientos (RNE)<sup>3</sup> and Registro Nacional de Productos Alimenticios (RNPA))<sup>4</sup>
- To submit a debt-free tax clearance certificate issued by the Tax Bureau,
- To submit proof of absence of enforceable debt derived from the Programme of Economic Promotion and/or other benefits of the Provincial State
- To submit proof of the proceedings initiated in Registro Industrial de la Nación (RIN)<sup>5</sup>



Exhibition of Pampean products



#### Deputy Office of Industry and Trade - Ministry of Production

##### In La Pampa

📍 Civic Center, 3rd Floor.  
Santa Rosa, La Pampa.

☎️ (02954) 452600 Ext. 1410

##### In Neuquén

📍 5274, Teodoro Planas St. Neuquén

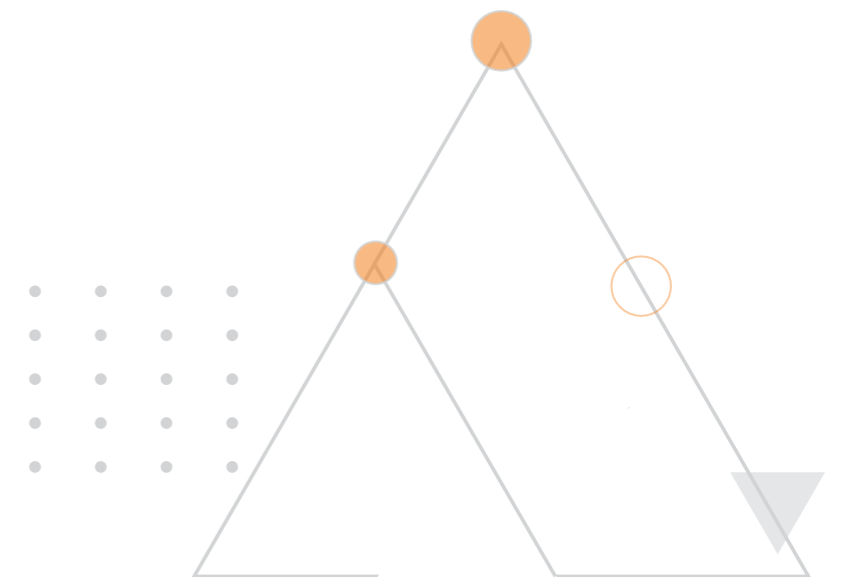
☎️ (0299) 4441495 / (0291) 154269347

🕒 Opening hours: 9.30 am to 5 pm

✉️ cnpatagonia@lapampa.gob.ar

**The Administration of the Province of La Pampa implements promotional activities with the purpose of featuring Pampean products, opening new markets and consolidating existing ones.**

1-Argentine tax agency functioning as the IRS in the United States // 2-Provincial institution in charge of managing the provincial taxes and rates (Tax Bureau)  
3-Sanitary authority issuing certificates for industries producing food products // 4-Sanitary authority issuing certificates for food products  
5-National Registry of Industry



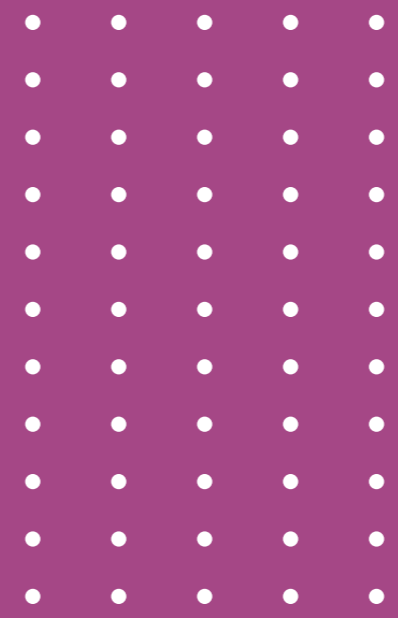




CHAPTER

# 06

## TAX STRUCTURE



### Estructura impositiva.

The feasibility of an investment project must be analyzed from a determinant variable, i.e. the provincial tax structure. In La Pampa there are relatively low tax aliquots, which make the province become attractive for investments. The provincial tax system is simple and it comprises the following:

- Indirect tax on consumption: GROSS INCOME
- Two taxes imposed on property: PROPERTY TAX and VEHICLE TAX
- A tax on juridical acts: REVENUE STAMP

The provincial tax regulation is ruled by the annual provincial Tax Code and the Tax Law.

There are also certain rates for administrative services.

The body in La Pampa in charge of managing the provincial taxes and rates is Dirección General de Rentas (Tax Bureau), which depends on the Finance Ministry



**This tax scheme helped achieving a financial balance, autonomy and one of the weakest tax impositions in the country.**

### Tax on Gross Income.

It is an indirect tax on consumption. It is obtained from the regular exercise and for valuable consideration of the commerce, industry, profession, and job, business, building contracts, goods and services in the Province of La Pampa. It is calculated on the basis of the sums accrued from the product sales, from service profit or compensation or from payment of an activity.

Taxpayers are classified as follows:

- Direct and Compulsory: those developing activities exclusively in La Pampa, and
  - Multilateral Agreement: those developing activities in more than one provincial jurisdiction.
- The tax is estimated on the basis of the taxpayer's Sworn Statement.
- The general aliquots for the tax on the gross income in La Pampa are low if compared to the rest of the provinces: 3% for business activities, 3% for services, **0.5 % for agricultural activities and 0.7% on livestock.**

Taxpayers who show good standing towards paying have a benefit that consists in a bonus in the payment of the tax that represents 5% or 3.5% of the total amount of the annual tax value.

Special features of this tax:

- General aliquot is 3%, but primary sector activities (except for mining) are imposed on a less differential aliquot.
- Mining activity in the province is imposed with a 0% aliquot.
- Industrial activity is imposed with a 0% aliquot for all those taxpayers whose total income in the previous tax year is below the amount fixed in the annual Tax Law.
- Industrial activity, for all those taxpayers whose total income in the previous tax year is below the amount fixed in the annual Tax Law, can offset the payroll of employees working in Pampean industries.
- Livestock activity developed in the province could deduct the increase on the general pattern in the Property Tax from the tax to pay.
- There is a differential aliquot for trading beef livestock within the province.
- Selling of CNG has a 2% reduction of the tax aliquot.
- Call-center activities are imposed with a 1.5% reduced aliquot.

In La Pampa there are certain activities which are exempt from paying Gross Income tax:

- Incomes obtained from the exports of goods.
- Incomes obtained in La Pampa Duty-free Zone and from capital goods inside the General Customs Territory that are not produced in the country.
- Taxpayers within the Social Monotributo<sup>1</sup> tax category.
- Incomes of cooperative members who sell their production to cooperatives that only trade agricultural products.
- Tax compensations that the provincial State transfers to those companies that are licensees of the public transport system, with funds coming from the Integrated System of Automotive Transport.
- Incomes obtained by non - profit Corporate Collaboration Associations.
- Every trading operation over titles, letters, bonds, liabilities and other papers.
- The publishing of books, newspapers, and magazines throughout the process of production, distribution and trading.
- Incomes obtained by cooperative partners or members and which were earned for working in such organizations.
- Interests from deposits in saving accounts, current accounts and fixed terms in entities that comply with national Law N° 21526 related to financial institutions.
- Incomes from free lance professionals that correspond to transfers or payments done by other professionals, only when the latter have the totality of their incomes as imposed activity.
- Incomes obtained from agreements for providing materials, leasing places / services, which are directly related to the building of Río Colorado aqueduct systems.

1- A simplified tax system for small companies and self-employed people

### Property Tax.

Property tax is imposed on real estate in the province of La Pampa and it is calculated according to the value of the land and buildings.

Taxpayers are among the following:

- Real estate owners
- Beneficial owners
- Possessor by title of owner
- Awardees of houses built by official institutions, since the moment they are awarded.

Real estate is classified in urban, suburban, rural and sub-rural.

Land Property Registration Bureau sets the land tax value, which represents the tax base to estimate the basic property tax.

Owners or holders must declare any modification done to their real estate through Sworn Statements.

This tax is paid annually in *four installments*.

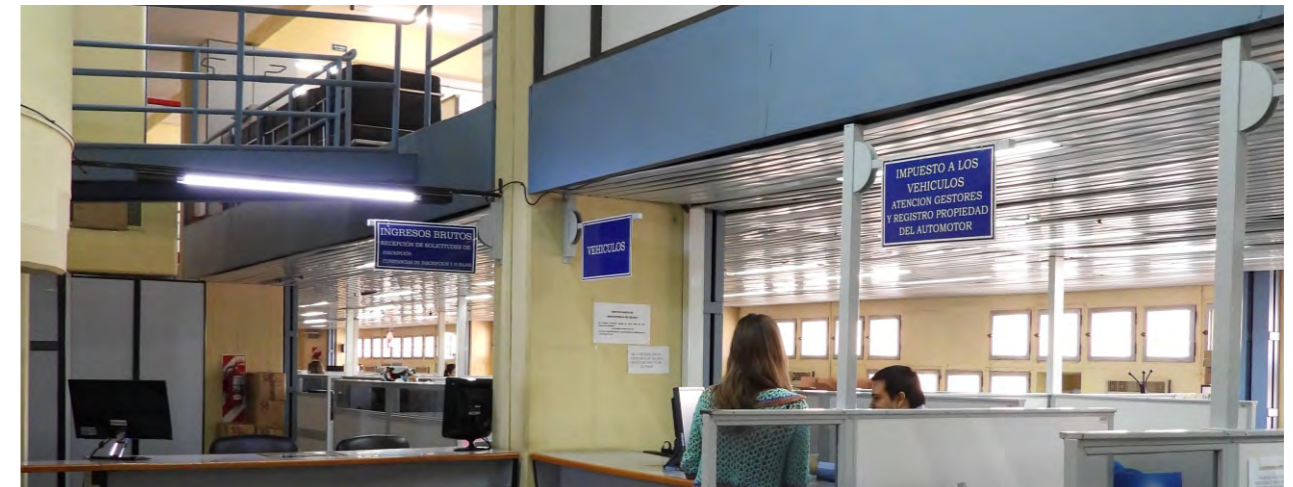
**Taxpayers who want to pay the whole current tax year in the first installment will have a discount if they pay in cash.**

In La Pampa minor constructions, premises and other improvements done to rural and sub-rural real estate, which are placed in real estate exclusively prepared for agricultural exploitation, are exempt from paying this tax.

La Pampa provincial Administration offers the following discounts for the property tax:

- 10% to 5% discount for those showing good standing
- Up to 8% discount, plus a fixed sum, when paying in cash the total yearly tax.
- Tax valuation for both rural and urban real estate is a bit depreciated when compared to market values.
- General due dates of real estate in agricultural emergency and / or disaster areas are postponed.

Government real estate, nonprofit organizations with legal capacity, churches, libraries, schools and other specific cases are exempt from paying this tax.



Santa Rosa's DGR interior area

### Vehicle Tax

This tax is charged on every vehicle and trailer declared in La Pampa. Taxpayers are those entire vehicle registered owners. Jointly responsible for paying this tax are those who are holders and / or purchasers who have not completed the domain transfer as well as sellers or licensees of either new or used cars. This tax is paid annually in six installments.

**Taxpayers who want to pay the whole current tax year in the first installment will have a discount if they pay in cash.**

Discounts for vehicle tax:

- No tax burden for 2002 car models or older
- 10% to 5% discount in the yearly tax for those showing good standing
- Up to 8% discount, plus a fixed sum, when paying in cash the total yearly tax.
- Road trucks and tractors pay the tax with a minor aliquot in comparison to the rest of the vehicles.
- 50% discount for owners of public service rent vehicles and travelling salespeople who are currently active.
- 50% discount on the registered debt of 2002 car models or older, which comply with the vehicle inspection requirements.

Firefighters vehicles, government vehicles, those belonging to disabled people or owned by Ente Ejecutivo Presa Embalse Casa de Piedra (Casa de Piedra Dam Governing Body), as well as used vehicles received as payment by salespeople enrolled as such in the Bureau, are exempt from paying this tax.

### Revenue stamp.

This tax is imposed on onerous acts, contracts or operations formalized in La Pampa, subscribed in public or private documents which express the party's will. It is also imposed on accounting registered financial operations, and on those performed outside the province but whose consequences are set in La Pampa jurisdiction.

Broadly speaking, the tax value is based on the nominal value expressed on the taxed documents. The due date to pay the tax is 15 working days after the document date.





**There are exemptions for this tax. There is also special payment regime** for specific financial movements such as active financial operations and its incidental costs, made by institutions framed under national Law N° 21526 and its amendments, within the credit line framework that aims, exclusively and specifically, at **financing production activities in the agricultural, mining and construction sectors.**

There are also exemptions for financial operations like the ones mentioned above and other specific cases.

#### The Province of La Pampa also provides the following tax benefits:

- It is possible to ask for exemptions on the Gross Income, Property, Vehicles taxes and revenue stamps and for tax stability within the framework of the Ley de Promoción Económica (Economic Promotion Law).
- 50% discount on the interests for default on paying as a result of debt on the Property or Vehicle taxes, only when spontaneous payment is done.
- Constant financial plans for all taxes.
- Raffles among taxpayers without owing Property or Vehicle taxes.

#### Contact Information:

TAX BUREAU Ministry of Finances	
	Civic Center. 1st Floor. Santa Rosa, La Pampa
	Phone / Fax: (02954) 452615
	rentas@lapampa.gob.ar
	www.dgr.lapampa.gov.ar

*Note: This chapter describes the provincial tax scheme.*

*All those companies wishing to settle in La Pampa must also take into account national taxes (Income Tax, Added Value Tax, Minimum Presumptive Income Tax, Wealth Tax, and Taxes on Bank Credits and Debit) as well as municipal rates.*





CHAPTER

# 07

## PROMOTION PLANS



With the aim of improving and promoting competitiveness of Pampean companies, the Administration of the Province of La Pampa provides benefits by means of different promotion tools designed for each production sector.

## Livestock Plans

Production development and diversification of livestock production are objectives of the Administration of the Province of La Pampa, which offers producers support in the field of **technical, economic and financial training** for the following sectors:

**Bovine**

**Dairy**

**Pig**

**Poultry**

**Ovine**

**Caprine**

**Equine**

Producers interested in these plans must enroll in the plan corresponding to their sector by filling out a technical form. Technical advice and credit facilities have been assigned for each of the plans.

### Bovine Livestock Plan

This plan designs a cattle breeding activity based on animal welfare, production efficiency and breeding quality in order to have access to a demanding international market, implementing technologies that improve the production of beef and results in the integration of the production chain formed by industrial, commercial and production sectors.

The aims of the Bovine Livestock Plan are to create favorable production conditions, to increase beef production and supply from the natural and technological resources available in the province, in a context of socio-environmental sustainability, generating employment and improving income.



Cattle-Raising

### Dairy Plan.

Milk production and the quality of dairy products is domestic-market oriented through the implementation of technologies which enhance the production of milk in terms of quantity and quality and its industrialization.

The main aims of this plan are:

- To create conditions for the growth of the dairy activity in its entire value chain within a context of food security and safety.
- To increase milk production from the natural and technological resources available in the province and maintain the sustainability of the system.
- To form milking groups to achieve production transformation of dairy farms, enabling the incorporation of cutting-edge technology.
- To stimulate the integration of the milk industry into its byproducts.
- To implement training for all participants in the production chain.

### Pig Plan.

The Province of La Pampa presents favorable characteristics for the production of pigs, and offers optimal conditions to generate a change of paradigm in the production of pork through innovation and complementarity with the agricultural sector.

The Pig Plan invites all pig producers to improve health, nutritional, genetic and technological conditions in the production processes, in order to meet demands of certified quality and traceability within the context of regional, national and international trade.

The main aims of this plan are:

- To promote pig production in small and medium-sized agricultural holdings as strategies of diversification and improvement of incomes.
- To stimulate efficient production activity and permanent training for producers and workers.
- To increase high-quality pork production, using breeding males with high genetic merit.
- To develop related agribusiness and to promote the integration of producers in the value chain.
- To implement, together with other entities, animal welfare programs.
- To increase slaughter and manufacture within the boundaries of the Province of La Pampa.
- To facilitate access to different markets of the market chain commercialization.



Pigfarming Premise

#### Poultry Plan.

This plan, still under development, will seek to increase the production capacity and number of commercial farms, by stimulating activity on small farms, increasing the production of meat and eggs and boosting various forms of integration and joint activities in its entire value chain.

#### Ovine Plan.

The Province of La Pampa has a notable history regarding sheep production throughout its territory, which has been left aside over time, because of the increase of cattle farming in pasture systems. The Ministry of Production, by complying with the National Sheep Law, is implementing policies of "Production Reconversion" which aim at promoting sheep production as a complementary system to cattle farming or as unique systems of production. Likewise, it works from a perspective of product diversification offering training in the implementation of general guidelines for the management of flocks for the production of meat, milk and wool.

The Ovine Plan was designed with the aim of recovering and improving flocks in the province, as a safe and profitable activity. It provides effective economic and technical tools to support producers who are interested in increasing their sheep stock, and in improving the quality in presentation and sales condition of meat, milk, wool and hide. All these make them become more competitive on the national and international markets.

In La Pampa there is a slaughtering plant for small ruminants, **Frigorífico Santa Isabel**, which is authorized for traffic within the country and other countries. It slaughters animals from La Pampa and also provides slaughter services to different companies from other provinces.

*Frigorífico Santa Isabel is the main slaughtering plant in the Province of La Pampa as regards number of sheep.*

The main aims of the Ovine Plan are:

- To recover the activity in its entire value chain,
- To transform the consumption flocks into trade flocks,
- To increase production efficiency rates,
- To train the implementation sector in the use of new technologies,
- To form groups of breeders within a production framework,
- To encourage breeders to integrate the value chain alongside the industrial sector,
- To train producers in management, animal welfare, genetics and nutrition,
- To promote trade and consumption of ovine meat, and
- To raise interest in the utilization of by-products: wool, fiber, milk, hide and guano.



Meat processing plant in Santa Isabel

#### Caprine Plan.

Caprine cattle breeding has a historical relevance focused on the far-western region of the province, because this region presents specific production features that make it highly competitive, in comparison with other extensive cattle-breeding activities. The Ministry of Production, by complying with the National Caprine Law, has implemented the *Programa de Desarrollo Sustentable* (Program of Sustainable Development) which focuses on the marketing of products, via the *Frigorífico Santa Isabel*, and on the counselling of groups of organized producers in relation to health, nutritional, reproduction and genetic management of their herds.



Goat farming in the West of La Pampa



### Equine Plan.

This plan aims at stimulating changes and transforming this sector with the expansion of equine production in its various categories such as Pampean Polo Horse, Thoroughbred Race Horse and horses for other sports. The plan supports, economically and technically, those producers who pursue objectives of continuous improvement regarding quantity and quality of the equine production targeted at sports.



Horsebreeding premise

### Mixed Farm Plan.

This plan is for those small producers who are owners or rent a production unit and, at the same time, live within these premises. The aim of the plan is to avoid young producers to leave from the farms and to foster the introduction of local food markets.

Contact Information :

Subsecretaría de Asuntos Agrarios

Deputy Office of Agricultural Affairs  
Civic Center. 3rd Floor  
(6300) Santa Rosa, La Pampa

Phone: (02954) 452600  
Ext. 1318 / 1802 - 452744  
Fax: 423610

### Economic Promotion Law .

Provincial Law N° 2870/15 regulated by Decree N° 266/16 promotes economic activities tending to the strengthening and expansion of the economy in the Province of La Pampa. The aim of this law is to encourage private entrepreneurs, with the purpose of promoting balanced economic and territorial development, job creation, diversification of production, industry, trade and services, improvement of competitiveness of the various economic sectors to achieve better insertion into markets, and equitable and sustainable growth of the Province of La Pampa.

The enforcement of this law allows micro, small and medium-sized companies, producing goods and services for different sectors, to obtain important benefits such as:

- Financing to make production or infrastructure investments at a discounted interest rate, with a maximum term of 15 years, including a grace period of up to 5 years,
- Exemptions or tax benefits. A maximum term of 15 years for the tax on Gross Income, Property Tax, Revenue Stamp and tax on utility and freight vehicles allocated to the project,
- Acquisition of State plots for the development of economic activities that have been promoted,
- Technical support,
- Loans and subsidies to pay for expenses resulting from proceedings for issuing national, provincial or municipal certifications, patents and / or permits,
- Full or partial subsidies aimed at paying for:
  - social security contributions of new job positions directed required by the promoted project (net amount of national taxes),
  - wages for permanent employees hired as a direct result of the promoted project,
  - training,
  - cost of electricity consumption resulting from the promoted project,
  - non-refundable contributions for emergencies, and
  - partial coverage of the cost (up to 50%) of the management structure and/or team of counsellors required for the fulfillment of the production project objectives.
- Loans to finance the reactivation of dormant companies,
- Other additional benefits.

**The enforcement authority for this law is, depending on each case: 1) The Ministry of Production or 2) The Ministry of Territorial Development. For both cases the law is regulated via Banco de La Pampa.**

The applicant must submit an application for the financing of the sketch-project, by which the enforcement authority defines the scale of the project and determines the line of credit for its financing.

**The Ministry of Territorial Development, through the Municipalities and Development Committees, can grant loans for a maximum amount fixed by law.**

These projects must be approved by the Executive Body of each locality, and a Local Production Council will intercede in the prior assessment process to decide on the eligibility of each applicant.

The Ministry of Territorial Development monitors the projects, coordinates the training programs, organizes activities related with the technical support to the local production councils and assists the municipalities and development committees.

**The Ministry of Production, through the Deputy Office of Industry, is the body in charge of evaluating the financing of projects for higher loan amounts.**

Contact Information:

Ministry of Production Deputy Office of Industry	Ministry of Territorial Development
<p>📍 Civic Center. 3rd Floor (6300) Santa Rosa, La Pampa</p>	<p>📍 Luro Ave. and San Martín Ave. (6300) Santa Rosa, La Pampa</p>
<p>☎ (02954) 421811</p>	<p>☎ (02954) 452600 Ext. 1293</p>
<p>✉ privadamdlp@lapampa.gob.ar</p>	

#### Certification of Pampean Product

To get a *Producto Pampeano* (Pampean Product) certificate allows Pampean industrial companies to improve their competitiveness because:

- Financing at a subsidized interest rate by the Ministry of Production is given, through Banco de La Pampa JV, to clients (Pampean residents or not) of the companies enrolled for the purchase of goods.
- It ensures a competitive edge in instances of State tendering as, whenever there are two similar bidders, the enrolled Pampean company will be benefited.

To register as *Producto Pampeano*, the company interested must enroll in a registry by submitting the following documents:

- 1) Registration statement of the natural or legal person issued by AFIP.
- 2) Copy of the authorization of the industrial plant issued by the municipality where it is located.
- 3) Provincial Tax Clearance Notice.
- 4) Those submitting the documentation required must justify their legal entity with copy of the corresponding public or private instrument.
- 5) Natural persons must attach certified copy of their identity card.
- 6) Sworn Statement certifying that the company is not exempted from paying national taxes, as required by the credit line of Banco de La Pampa JV Compre Pampeano, with the exception of cooperative entities.
- 7) Note which authorizes request for information to the Tax Bureau of La Pampa regarding the payment of provincial taxes.

Once registered, the Bureau of Industry visits the company and certifies the products. If the requirements are met, the products registered are published on the web page of the Ministry of Production and the company has access to the benefits mentioned above.

Contact Information:

Bureau of Industry	
<p>📍 Civic Center. 3rd Floor (6300) Santa Rosa, La Pampa</p>	<p>☎ (02954) 452727</p>
	<p>✉ industria@lapampa.gob.ar</p>

#### Programa Diseño + PYMES (Design + SME Program).

This program offers **technical support in design and innovation** for the development of new products or the improvement of already existing ones. Technical support is based on **consultancy and technical support**.

The company enrolls in the program and sets out to solve a problem that has been assigned. Later, a diagnosis is made on which certain actions for improvement are recommended.

At the same time, a work plan agreed between the company and the appointed consultant is established. Through this program the problem is dealt with by specialists, which could be either national or provincial entities. It is also possible, should it be needed, to select the designer or design studio which best suits the company's profile, from the existing database of designers of the Province of La Pampa.

Contact Information:

General Bureau of Production Planning Office of Productivity Promotion	
<p>📍 1492 Brasil St. Santa Rosa (6300), La Pampa</p>	<p>☎ (02954) 420414</p>
	<p>✉ ipp@lapampa.gob.ar</p>

### Agreement with GS1 for the identification of products.

The implementation of the system of **bar codes in Pampean products** enables the companies settled in the province to insert in the massive distribution chains, both in the country and abroad.

The Ministry of Production, with the purpose of helping Pampean companies interested in being recognized as associate members of the above mentioned Association, signed an agreement with GS1 Argentina through which a discount is offered to encourage the insertion of a bar code on the product packaging to facilitate its identification. To have access to such discount, a certificate from the Ministry of Production is required. The discount given goes from 15 % to 50 %, according to the size of the company.

#### Contact Information:

General Bureau of Production Planning  
Office of Productivity Promotion

1492 Brasil St.  
Santa Rosa (6300), La Pampa

(02954) 420414  
ipp@lapampa.gob.ar

### Programa Sello de Calidad Producto de La Pampa (Quality Seal of Pampean Product Program)

This program was created by provincial Law N° 2189 and regulatory Decree N° 1804/07. Its aim is to improve competitiveness of Pampean companies by differentiating and identifying their production.

The Programa Sello de Calidad Producto de La Pampa allows for rendering added value to the products that achieve such certification, for the production processes are conducted in accordance with specific protocols.

These protocols guarantee: product safety, sanity and quality standards; protection of the environment and culture; appropriate working conditions and compliance with all current legal regulations.



Natural or legal persons that produce consumer goods or byproducts, industrial or handmade products, or that provide general or tourism services in the territory of the Province of La Pampa can register in this program.

The companies interested in getting a certification for their products must submit an application form to the Office of Productivity Promotion. This entity performs a technical analysis before starting the certification process. The company must adapt its production process to the validated protocol. Upon approval a transfer agreement is signed. To keep the seal valid, maintenance audits are performed by authorized certifying entities.

#### Contact Information:

Programa Incubadora de Empresas de Base Tecnológica  
(Technology-based Business Incubator Program)

1492, Brasil St.  
(6300) Santa Rosa. La Pampa

(02954) 420414  
ipp@lapampa.gob.ar

### Programa Incubadora de Empresas de Base Tecnológica (Technology-based Business Incubator Program)

This Program is a key tool in the creation and consolidation process of micro and small technology-based business. It helps them, since they start business, with financial, technical and operational aspects, providing support for them to survive and grow during their launching and growth stages, during which they are particularly vulnerable.

The incubator helps the companies for a limited period of time, until they become independent and reach graduation.

To enter the program and begin the incubation process it is required to have a sketch-project and fill out the corresponding application forms.

**Through the creation of sustainable technology-based companies, which are innovative and present high growth potential, the Administration of the Province of La Pampa aims at creating employment opportunities with high added value.**

#### Contact Information:

1354, 21st St. 1st Floor  
(6360) General Pico, La Pampa

Phone/Fax: (02302) 430444 Ext. 8  
(02302) 432877  
contacto@incubatec.com.ar

### Programa FOCAL - Fortaleciendo Capacidades Locales (Strengthening Local Capacities)

This Program is a management tool to ensure strengthening of production and commercial activities in the micro regions of the Province of La Pampa.

The program is directed to:

- Public or private organizations employees - civil servants and technical teams from the public sector.
- All parties interested in, or wishing to be part of the production, economic and social network in Pampean territory.

This tool offers:

- Training aiming at strengthening innovation processes.
- Short crash courses to raise awareness on marketing channels.
- Training in production leadership.

Contact Information:

General Bureau of Science, Technology and Innovation

1492 Brasil St.  
(6300) Santa Rosa, La Pampa

(02954) 420414 / 458078  
focallapampa@gmail.com

### ExpoPyMes (SME Trade Show).



ExpoPYMES is a trade show organized by the Administration of the Province of La Pampa, the Federal Council of Investments and Banco de La Pampa. It features the participation of micro, small and medium-sized companies located in La Pampa, which produce Pampean products or provide Pampean services.

It is free and open to the general public. It is held every two years on the premises of the Racing Circuit of the Province of La Pampa, located in Toay, and lasts 3 days.

Displays are organized in 15 tents with 340 indoors booths, and 55 outdoor booths.

*Approximately 100 thousand people visited the trade show during the last edition of the event.*

All through the trade show the companies exhibit and sell their products. The trade show program includes activities such as national and international business rounds, tasting sessions, shows performed by Pampean artists, and training sessions.

The main aims are: a) to promote activities that enhance business relationships by generating new business opportunities; to highlight the importance of building marketing networks;

b) to produce at industrial scale in order to reach a higher volume and gain new markets outside the province;

c) to encourage local consumption of Pampean food products by preparing meals and organizing tasting sessions;

d) to show the competitive edge brought about by the application of quality standards in the different areas; and e) to provide guidance on possible labor demand of professions and trades in the field of provincial production development.

The production sectors involved in this trade show are:

- Food & Drinks
- Cosmetics
- Beauty & Health
- Crafts
- Clothing
- Textiles & Accessories
- Wood
- Metal & Mechanical Industry
- Agribusiness & Chemicals
- Technology & Services
- Construction
- Oil
- Tourism



Expopyme's 2019

Contact Information:

Ministry of Production

Civic Center. 3rd Floor.  
Santa Rosa (6300), La Pampa

(02954) 452728 / 452600 Ext. 1228  
expopymes@lapampa.com.ar

### ExpoTecno (Technology Exhibition).



It is an exhibition area designed to interact, encourage and draw attention to the different professionals and technology-based industries that take part in the innovation of the production structure of the Province of La Pampa.

ExpoTecno lasts 3 days. It is held on different sites in the city of General Pico, which are connected by a "Technology Pedestrian Street". The urban space is modified by connecting three locations (Edificio Médano, Club Español and the Municipality of General Pico), marking out the area with the "Technology Pedestrian Street". The event is organized by the Ministry of Production, the Municipality of General Pico and the Federal Council of Investments, with the support of the Colleges of Engineering and Veterinary Sciences of the Universidad Nacional de La Pampa, UNILPA, and Banco de La Pampa.

The technology-based Pampean companies interested in participating in ExpoTecno can enroll quickly and easily through the Web Application of the Ministry of Production, according to the schedule. It is a free trade show open to the general public.

#### Contact Information:

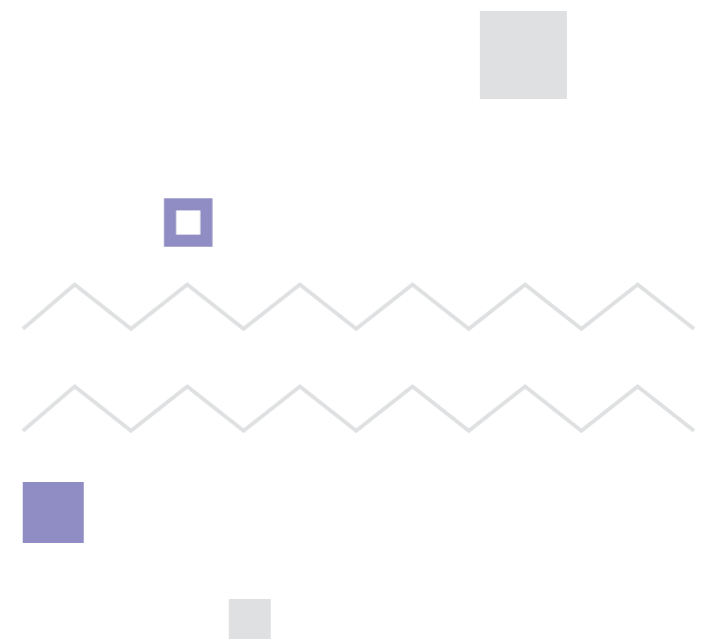
Ministry of Production  
Bureau of Science and Technology

📍 1492, Brasil St.  
(6300) Santa Rosa. La Pampa

☎️ (02954) 420414

✉️ [ipp@lapampa.gob.ar](mailto:ipp@lapampa.gob.ar)

*These promotion instruments encourage the settlement of companies that can contribute to the development of the Province, create entrepreneurship opportunities for the creation of new job projects and strengthen existing job positions.*



CHAPTER

# 08

## LABOR REGULATIONS, HUMAN RESOURCES AND ENVIRONMENT REGULATIONS

UNLPam



Setting an investment project constitutes a strategic decision. In this sense, the businessman needs to gather information as regards available trained-in-different-areas human resources, current labor regulations and requisites to contribute to the protection of the environment and the resources.

### Labor regulations in La Pampa.

The Deputy Secretary of Labor, which depends on the Ministry of Production of La Pampa, intervenes to ensure compliance with the labor regulations framework that is valid for the whole country.

- Law on Employment Contracts N° 20744
- Employment Law N° 24013, Regulatory Decree N° 2725/91
- Law on Agricultural Contract N° 26727
- Law on Domestic Employment N° 26844

#### This body also works for:

- **Preventing and solving individual and collective work conflicts;**
- **Conciliating and arbitrating during conflicts;**
- **Supervising labor unions within the province;**
- **Determining and controlling wage policy and**
- **Adapting the necessary measures to ensure compliance with legislation, decrees, collective agreements, regulations and other legal standards in the field of labor.**

Province La Pampa promotes and fosters insertion in the labor market through programs that provide important benefits:

#### Programa Primer Empleo (First Job Program)

This program aims at fostering insertion into the workforce for young people from 18 to 35 years old, who are unemployed or do not have any working experience.

The program implies one year of economic support (according to productive activity and scales) for employers who hire young workers.

It has 3 modalities:

- First Job
- First Intern Job
- First Inclusive Job: it fosters insertion in the workforce of disabled people

For this last modality, the economic support is higher and it is complementary of national and provincial laws providing tax benefits to those hiring disabled people. The benefit represents a discount on provincial gross income tax base; 100% discount on the costs on every concept that either salaries or employers, provisional or social contributions may represent; special deduction of 70% of paid compensations when determining the income tax; a 50% discount on social security compensations during the first year and reduction on contributions for social security during 24 months..

#### Programa de Capacitaciones (Training Program)

- Training for SME: this program aims at satisfying training or technical update for SME workers of different production sectors and activities. It also trains them on the field of Health and Safety at work.
- Training on jobs: training workshops for job and work development open to the general public, prioritizing young people, unemployed people who are socially at risk, and entrepreneurs. These workshops are coordinated with labor unions and civil organizations such as chambers, foundations and NGOs.

#### Programa Bolsa de Empleo (Job Employment Program)

This service is provided to companies settled in the province and works as a link between employers and the job market. It is a vast data base with information related to professionals, technicians and people with working experience who are selected according to the search requirements of the company that wants to hire personnel. Selected profiles are sent to the company so it can carry out the job interviews and hire the person who best matches the company's needs.

#### Labour Regulations Enforcement Authority.

##### Deputy Office of Job, Employment and Employment Training

257, Lisandro de la Torre St.  
(6300) Santa Rosa. La Pampa

(02954) 412603 / 428593

#### Human Resources.

##### Public University Education in La Pampa.

Universidad Nacional de La Pampa comprises six colleges, presenting a broad education offer. They are located in 3 different cities: Santa Rosa, General Pico; and also in 25 de Mayo and General Acha.

The University, through the different colleges, actively participates establishing relationships with the community by organizing different extension and research activities.

In Universidad Nacional de La Pampa, the following degrees can be obtained after completing the corresponding program of studies:

##### Engineering

Computer Analyst and Programmer

Systems Engineering

IT Engineering

Electromechanic Engineering

Electromechanic Engineering with oriented to Industrial Automation

Industrial Engineering





### Agricultural Sciences

Engineer in Agricultural Sciences  
 Bachelor's Degree in Agricultural Businesses  
 Technician in Intensive Crop Production  
 Technician in Agricultural Laboratory  
*Postgraduate Studies*  
 Master Degree in Agricultural Production in  
 Semiarid Regions  
 Major Degree in Comprehensive Management of  
 Extensive Crops Plagues



### Veterinary Sciences

Veterinarian

### Economic Sciences and Law

Accountant  
 Lawyer  
 Technician in Accountancy  
 Attorney  
 Bachelor's Degree in Management Oriented to  
 Entrepreneurship  
*Postgraduate Studies*  
 Master Degree in Business Management  
 Major Degree in Human Rights  
 Major Degree in Management and Public Control  
 Major Degree in Forensic Social Work  
 Minor Degree in Economics



### Applied and Natural Sciences

Engineering in Natural Resources and the  
 Environment  
 Bachelor Degree in Chemistry  
 Bachelor Degree in Biology  
 Bachelor Degree in Geology  
 Bachelor Degree in Nursing  
 Bachelor Degree in Physics  
 Bachelor Degree in Maths  
 Teacher Training in Chemistry  
 Teacher Training in IT



PTeacher Training in Physics  
 Teacher Training in Biology  
 Teacher Training in Maths  
 Technician in Hydrocarbons  
 Technician in Management IT

### Human Sciences

Teacher Training in English  
 Bachelor Degree in English oriented in Applied  
 Linguistics  
 Bachelor Degree in English oriented in Literary  
 Studies  
 Teacher Training in Education Sciences  
 Bachelor Degree in Education Sciences  
 Bachelor Degree in Education Sciences -  
 Distance Learning  
 Teacher Training in Kindergarten Education  
 Teacher Training in Primary Education  
 Teacher Training in Geography  
 Bachelor Degree in Geography  
 Teacher Training in History  
 Bachelor Degree in History  
 Teacher Training in Spanish Language  
 Bachelor Degree in Spanish Language  
*Postgraduate Studies*  
 Master Degree in Social and Cultural Studies  
 Master Degree in Teaching at University Level  
 Major Degree in Teaching at University Level  
 Major Degree in Teaching Language and  
 Literature



#### Contact Information:

353, Coronel Gil St.  
 (6300) Santa Rosa. La Pampa

(02954) 451600

info@unlpam.edu.ar

*There are other High Education and Technician Training institutes that complement this educational offer and help to foster working specialization.*

## Protection of environment in La Pampa.

Implemented provincial Law N° 1914 aims at minimizing the environmental impact that companies may cause, making them commit to protect natural resources by using them efficiently.

In La Pampa, **all actions and working projects either public or private, which may directly or indirectly modify the provincial environment, must submit an Environment Impact Statement**, issued by the Deputy Office of Ecology, with a previous disposition by the Body of Ecologic Policies. This agency works jointly with other provincial institutions which intercede to regulate different activities. It also offers companies a Provincial Record of Environment Consultants authorized to perform these assessments.

The Ecology Department, among the policies and actions carried out to protect the environment, supervises and controls:

- Dangerous wastes that may, directly or indirectly, damage human beings or pollute the soil, the water, the atmosphere or the environment in general. They must be enrolled in a provincial registry.
- Natural people or legal entities working to decontaminate transformer oils containing PCB (polychlorinated biphenyl).
- Groundwater in oil production areas in the province, to avoid possible oil or salty water pollution; and, specially, polluted soil remediation through a bioremediation methodology.
- Urban solid wastes
- Agrochemical responsible use and management.
- Urban solid wastes
- Agrochemical responsible use and management.

### Enforcement Authority of the provincial environment policy

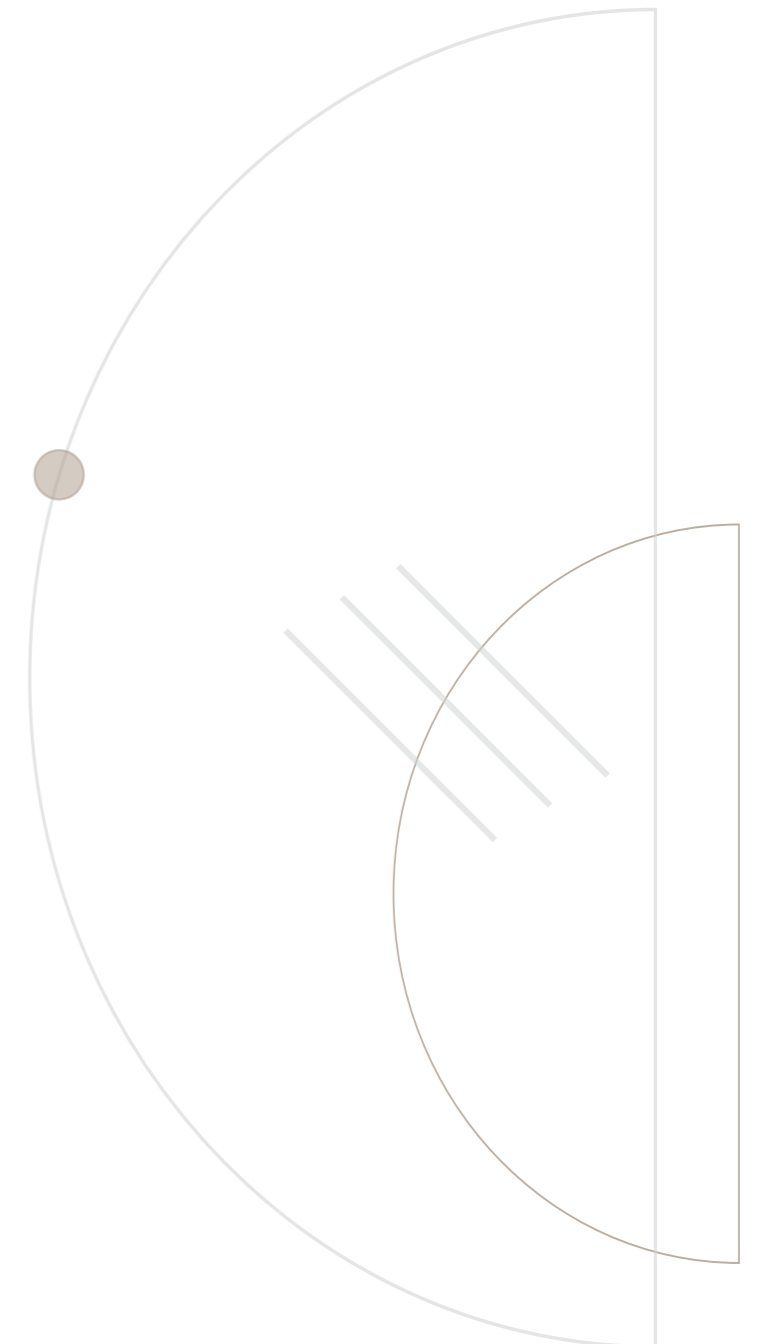
Deputy Office of Environment- Administration of La Pampa

700, Luro Ave.  
(6300) Santa Rosa. La Pampa

(02954) 428006

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🌐 [www.ambiente.lapampa.gob.ar](http://www.ambiente.lapampa.gob.ar)





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## REGULATORY AND PROMOTION BODIES



Institutions, representative chambers of different economic sectors and governmental bodies are involved in and encourage the production process and certification of goods and services.

A province which counts on the presence of its various organizations enhances and contributes to the economic and social development of its people.

The Chambers of Commerce foster competition and improve productivity. They are associations which provide support through different tools and agreements with other members of the community: financial support, research, information on the production sector, consumption statistics, etc.

The Province of La Pampa has many chambers and institutions which bring the business community together, and which represent the various production actors providing support in the province.

## PROVINCIAL Institutions.

### Chamber of Commerce, Industry and Production of La Pampa



54, Lagos St.  
(6300) Santa Rosa, La Pampa  
Phone: 02954-433213  
E-mail: camcom@cpenet.com.ar



Chamber of Commerce - Santa Rosa's head office

### Real Estate Chamber of La Pampa

610, España St.  
(6300) Santa Rosa, La Pampa  
Phone: 02954 -455553

### Regional Industrial, Commercial, Agriculture & Livestock Guild

749, 13th St  
(6360) General Pico, La Pampa.  
E-mail: cicar@generalpico.com.ar

### La Pampa Industrial Labor Union



*General Pico Office*  
Address: 1532, 15th St.  
(6360) General Pico, La Pampa  
Phone: 02302-321044  
E-mail: unilpa.dn@gmail.com

*Santa Rosa Office*  
Address: 2196, Santiago Marzo Ave.  
(6300) Santa Rosa, La Pampa.  
Phone: 02954-389689  
E-mail: unilpa@cpenet.com.ar

This union is authorized by the National Department of Industry to issue Certificates of Origin in the framework of the integration agreements signed by the Argentine Republic and other countries and economic blocs.

This body also provides counselling on the whole import and export processes.

**The issuance of Certificates of Origin by a Pampean institution enables speed of operation for exporter companies in the province and reduction of costs.**

### Regional Development Foundation

Address: 921, 32nd St., Top Floor  
(6360) General Pico, La Pampa  
Phone: 02302 - 427483/430158  
E-Mail: contacto@fundacionregional.com.ar

### Chamber of Oil Services

Address: 340, San Martin Ave.  
(8201) 25 de Mayo, La Pampa  
Phone: 0299-4948563  
E-mail: capaespe@live.com.ar  
www.capaespeweb.org.ar

### La Pampa Chamber of Fuel Sellers

Address: On the corner of Lope de Vega St. and José Ingenieros St., Ground Floor, Flat 1  
(6300) Santa Rosa, La Pampa  
Phone: 02954-770666  
Email: contacto@cecla.com.ar  
www.cecla.com.ar

**Grain Storage Center of La Pampa and neighboring provinces**

Address: 338, 16th St.  
 (6360) General Pico, La Pampa  
 Phone: 02302-321530/324140  
 Fax: 02302-424568  
 E-mail: info@caclp.com.ar  
 www.acopiadoreslapampa.com.ar  
 Laboratory

Address: 302, 16th St.  
 (6360) General Pico, La Pampa.  
 Phone: (02302) 321530 / 324140 - Ext. 26

**Business Association of Hotel and Food Industries Professionals of La Pampa**

Address: 295 Juan B. Justo St.  
 (6300) Santa Rosa, La Pampa  
 Phone: 02954-438764  
 Fax: 02954-433303  
 E-mail: aehg\_lp@yahoo.com.ar  
 www.aehglp.org.ar

**Pampean Business Chamber for Agricultural Supplies**

Address: 254, Primer Consejo St.  
 (6207) Alta Italia, La Pampa  
 Phone: 02302-15609697  
 E-mail: contacto@cepia.org.ar

**Local Institutions in La Pampa.****Chamber of Commerce and Related Affairs of**

Address: 698, 5th St. N  
 (6360) General. Pico, La Pampa.  
 Phone: 02302-328858  
 E-mail: ccya@generalpico.com.ar

**Chamber of Commerce, Industry and Services of Eduardo Castex**

Address: 1069, España Ave.  
 (6380) Eduardo Castex, La Pampa  
 Phone: 02334-443039  
 E-mail: camcom@cospec.com.ar

**Chamber of Commerce, Industry, Production and Services of General Acha**

Address: 16, Martínez de Hoz St.  
 (8200) General Acha, La Pampa  
 Phone: 02954-15661236  
 E-mail: insert@insert.com.ar

**Chamber of Commerce, Industry, Production and Services of Quemú Quemú**

Address: 322, 9 de Julio St.  
 (6333) Quemú Quemú, La Pampa  
 E-mail: ccisyp@cosypro.com.ar

**Industry and Trade Center of Realicó**

Address: 1851, España St.  
 (6200) Realicó, La Pampa  
 Phone: 02331-462252  
 E-mail: cicrealico@cernet.com.ar

**Chamber of Industry, Commerce, Production and Services of Colonia Barón**

Address: 390, Santa Fe St.  
 (6315) Colonia Barón, La Pampa  
 Phone: 0233-476456  
 E-mail: barrientosedgardo@hotmail.com

**Bodies of the Provincial Administration related to the production sector**

The Administration of the Province of La Pampa counts on specialized teams of technicians in the different departments which counsel investors throughout the whole process, from the assessment of the project, start-up and execution, on financial tools and development of markets.

### Main Administration areas related to the investments:

**Ministry of Production**  
**Administration of La Pampa**  
**Civic Center. 3rd Floor**  
**Phone: 2954-452728**  
**E-mail:privadamdlp@lapampa.gob.ar**

#### The following agencies work in this field:

##### Río Colorado Provincial Entity

It administers the promotion and comprehensive exploitation of Río Colorado in the technological, economic and social aspects. It allows private investors to start production in the irrigated area through the submission of production projects.

##### Contact Information:

25 de Mayo Office  
 Address: 720, 17th St.  
 (8201) Colonia 25 De Mayo, La Pampa.  
 Phone: 0299 494-8016 / 2954 325086

##### Deputy Office of Agricultural Affairs

It administers the following areas:

Livestock, Agriculture, Natural Resources and Agricultural Extension.

##### Contact Information:

Civic Center. 3rd Floor  
 (6360) Santa Rosa, La Pampa.  
 Phone: 02954- 452744

##### Deputy Office of Industry and Commerce

It administers the Industry Department, which manages the industrial parks in Santa Rosa and General Pico, and the Agrifood sector in Santa Rosa, the Department of Commerce, the Fair Trading and Consumer Rights and the Financial Support areas.

##### Contact Information:

Address: Civic Center. 3rd Floor  
 (6360) Santa Rosa, La Pampa.  
 Phone: 02954- 421811

##### Deputy Office of Hydrocarbons and Mining

It administers oil, gas and mining exploration and exploitation in the province. It is also a supervisory authority.

##### Contact Information:

Address: On the corner of Uruguay Ave. and Falucho St.  
 (6360) Santa Rosa, La Pampa.  
 Phone: 02954- 456818

##### Production Promotion Office

It provides technical support to companies and municipalities. It administers the General Bureau of Science, Technology and Technological Innovation, the General Bureau of Production Planning and the area of Statistics and Census, where information about provincial statistical data can be obtained.

##### Contact Information:

Address: 1492, Brasil St.  
 (6360) Santa Rosa, La Pampa.  
 Phone: 02954- 420414

##### La Pampa Duty-free Zone

It promotes the setting of companies and supervises compliance with regulations and obligations of direct and indirect users of the Duty-free Zone and the licensee.  
 Surveillance Committee

##### Contact Information:

Address: 1161, Viscardis St.  
 (6360) General Pico, La Pampa.  
 Phone-Fax: 02302-431522/436293/02954-452600 Ext. 1499  
 E-mail: zonafranca@lapampa.gov.ar

##### Deputy Office of Labor

It administers issues related with employment, individual and collective work relations and conditions, legal regime of collective negotiations and professional associations of workers and employers, and work and professional training.

##### Contact Information:

Address: 257, Lisandro de la Torre St.  
 (6300) Santa Rosa, La Pampa.  
 Phone: 02954- 412603 / 428593

**Ministry of Territorial Development****Administration of La Pampa****Luro Ave. and San Martín Ave****Phone: 2954 452600 Ext. 1293****[www.desarrolloterritorial.lapampa.gob.ar](http://www.desarrolloterritorial.lapampa.gob.ar)**

This Ministry manages projects related with rural, industrial, crafts and service micro- business entrepreneurs in different Pampean localities.

**Offices:****Deputy Office of Territorial Development**

This area covers the scope of familial agriculture, micro SME, alternative production and financial assistance.

*Contact Information:*

Address: Luro Ave. and San Martín Ave., 2nd Floor

(6300) Santa Rosa, La Pampa.

Phone: 2954- 831490/91 int 6440/ 6443

**Deputy Office of Tourism**

It works to promote and develop the different Pampean tourist regions.

*Contact Information:*

Address: Luro Ave. and San Martín Ave., Ground Floor

(6300) Santa Rosa (La Pampa)

Phone: 2954 - 424404/425060

E-mail: [infoturismo@lapampa.gov.ar](mailto:infoturismo@lapampa.gov.ar)[www.lapampa.tur.ar](http://www.lapampa.tur.ar)**Deputy Office of Cooperatives and Mutual Benefit Society**

This entity enrolls and controls cooperatives in La Pampa. Its objective is to contribute to the development of the Pampean cooperative movement and consolidate the role of cooperativism.

*Contact Information:*

Address: Civic Center, Ground Floor

(6360) Santa Rosa. La Pampa.

Phone: 02954 - 452701 Ext. 1298/1415

**Deputy Office of Regional Microeconomics**

This body encourages and trains producers to design strategies at a local and micro regional level.

*Contact Information:*

Address: Luro Ave. and San Martín Ave., 2nd Floor.

(6300) Santa Rosa, La Pampa.

Phone: 02954- 2954- 831490/91 Ext. 6448

**Ceret**

It elaborates and designs projects of intensive crops as regards technical, economic and production aspects. It offers counselling and training in the start-up and project management of intensive crops. Recently, a dairy plant was opened which elaborates the products under the trademark Mammu.

*Contact Information:*

Address: 7th and 110th St.

(6360) General Pico, La Pampa.

Phone: (54) 02302 - 422780 Ext. 6505 - 6502



Ceret. Dairy Processing plant



### Pampean Food Products Quality Lab

Address: 116th and 5th St.

(6360) General Pico. La Pampa

Phone: 02302-427159

info@labcap.com.ar

LabCAP is a body that depends on the Universidad Nacional de La Pampa and on the Administration of the Province of La Pampa. It belongs to SENASA network.

*It works on research and food control and is one of the three labs in the country that is prepared to detect the presence of nitrofurans in honey.*

*It has technological infrastructure and highly qualified personnel.*

*It is open to the whole community and offers differential pricing for Pampean people.*

### House of La Pampa in Buenos Aires

The Province of La Pampa has a space of its own in the city of Buenos Aires, which acts as an "Embassy". It is an office belonging to the provincial public administration which has operated since 1974 and which promotes interrelations with public and private bodies, establishing circuits of integration, cooperation and exchange, according to the Pampean peoples' cultural identity, welfare and development. All sorts of information related to the Province of La Pampa can be found there

Contact Information:

Address: 346, Suipacha St.

Ciudad Autónoma de Buenos Aires (Autonomous City of Buenos Aires)

Phone 011- 43260511

E-mail: infoclp@lapampa.gov.ar

www.casa.lapampa.gov.ar

## Banco de La Pampa

#### Headquarters

255 Pellegrini St., Santa Rosa, La Pampa

Phone: 02954 451000

Customer service: 0810-2222-257

www.bancodelapampa.com.ar

The entity is a regional commercial bank raised upon national capital. It was created in 1945 by Law N° 96.

Its activities focus on financial services for the private and public sectors, with the aim of boosting and accompanying the growth of the economic sectors in the Province of La Pampa and its influence area.

At present it has an extensive branch network:

- 20 branches in the Province of La Pampa,
- 11 in the Province of Buenos Aires,
- 1 in the Province of Córdoba,
- 4 in the Province of Río Negro,
- 1 in the Province of Neuquén,
- 1 in Autonomous City of Buenos Aires.

Besides, there are 26 offices, 33 mobile offices and 146 ATMs.

Its Mission is to provide efficient solutions to the needs of Individuals and Families, Small and Medium-sized Companies and the agricultural Sector.



FUNDACIÓN  
Banco de La Pampa

#### Banco de La Pampa Foundation

Contact Information:

Phone: 2954 - 439203

366, Pellegrini St. Santa Rosa. La Pampa

www.fundacionbancopampa.com.ar

www.capacitación.fundacionbancodelapampa.com.ar

fundacion@bancodelapampa.com.ar

fundacioncapacita@bancodelapampa.com.ar

Banco de la Pampa Foundation focuses its actions on axes with territorial impact that have always been part of its trajectory:

- Contribution to the inclusion of children and young adults in education with the conviction that this is a booster of sustainable development.
- Promotion of integral development, having an active role in every city or town, strengthening the competences of the regional citizens.

-Generation of strong bonds with other social actors, creating networks of impact in the province.

Banco de la Pampa Foundation strongly focuses on the following aspects:

#### Culture

*Boosting and spreading the cultural heritage of the Province.*

#### Education

*The foundation office has become an important **Training and Educational Center**. There is an e-learning platform managed by qualified personnel, and which allows the foundation to deliver online courses throughout the province.*

Banco de la Pampa Foundation offers a **scholarship programme** for the education of a large number of children and young adults, pursuing the educational commitment of the foundation.

It also manages the program **Crédito Fiscal** (Fiscal Credit) which, through the sponsorship of Banco de la Pampa, allowed to different educational institutions the acquisition of equipment and formative courses. This way, bridges were built between the educational communities and the working world, giving the technical schools technology and multiple tools, equipping their workshops and pursuing projects.

Mediated by Banco de la Pampa Foundation, entrepreneurs and small and medium-sized companies have access to counseling in the field of national and international trade.

#### National bodies related to the development of investments based in the Province of La Pampa.

##### SENASA

###### La Pampa-San Luis Regional Center

Contact Information:

Address: 80, Corrientes St.

(6300) Santa Rosa, La Pampa

Phone: (02954) 456620

E-mail: regionallps@senasa.gob.ar

www.senasa.gob.ar

##### INTA -National Institute of Agricultural Technology-

###### La Pampa-San Luis Regional Center

Contact Information:

Address: 785, Spinetto Ave.

(6300) Santa Rosa La Pampa.

Phone: (02954) 430 910

www.inta.gob.ar

##### INTI (National Institute of Industrial Technology) La Pampa-Regional Center

Contact Information:

Address: 1374, 21st St.

(6360) General Pico, La Pampa.

Phone: 02302-421423/321423

E-mail: lapampa@inti.gob.ar

##### Tax General Bureau-DGI

###### Santa Rosa Office

Contact Information:

22, España Ave.

(6300) Santa Rosa. La Pampa

Phone: (02954) 433472/423224 fax 421133

www.afip.gob.ar

##### Customs General Bureau - DGA

###### General Pico Office

*La Pampa Customs Clearance Office allows users to speed up both export and import trading operations of Pampean companies which fosters production development.*

There is a Customs Clearance Office within the Duty-free Zone of La Pampa where only the companies settled there can operate.

Opening hours: 9 am to 7 pm

Contact Information:

Address: 1152, José Viscardis Ave.

(6360) General Pico, La Pampa.

Phone: (02302)426568

There is also a **Customs** branch in General Pico with jurisdiction over the whole province (from there all Pampean companies can perform import and export trading operations).

###### General Pico Customs. Headquarters.

Contact Information:

Address: 1450, Lagioiosa Ave and J. Viscardis St.

(6360) General Pico, La Pampa

Phone: (02302) 421947 (Management Office)

Phone: (02302) 421546 (Manager)

Opening hours: 8 am to 4 pm

In Correo Argentino Post Office there is a branch of the Customs Clearance Office for procedures of import and export of international mailing.

Service hours: Tuesdays and Thursdays in the morning.

Contact Information:

Address: 619, 22nd St.

(6360) General Pico, La Pampa

Phone: (02302) 421707

**Federal Council of Investments-FCI**

Financial Support of FCI in La Pampa

*Contact Information:*

Civic Center. 3rd Floor

(6300) Santa Rosa, La Pampa.

Phone: 02954- 452600 int 2006/2036

E-mail: cfisantarosa@lapampa.gob.ar

**FCI Center in La Pampa***Contact Information:*

Address: 1, Mansilla St.

(6300) Santa Rosa, La Pampa.

phone: (02954) 45-3640 IP 308

Email: ccfi-lapampa@cfired.org.ar

www.cfi.org.ar

**Banco de la Nación Argentina - Santa Rosa branch and branches in other towns in La Pampa***Contact Information:*

Address: 1, San Martín Ave.

(6300) Santa Rosa, La Pampa

Phone: 02954 43-3973

www.bna.com.ar

There are branches of Banco de la Nación Argentina in the following Pampean towns:

Victorica, Winifreda, Quemú Quemú, Macachín, General Acha, General Pico, Guatraché, Bernasconi,

Colonia Barón, Intendente Alvear and Realicó.

**Argentine Chamber of Construction - La Pampa Office***Contact Information:*

Address: 2390, Santiago Marzo Sur Ring Road

(6300) Santa Rosa. La Pampa.

E-mail: pablopessi@speedy.com.ar; lapampa@delegaciones.camarco.org.ar

Phone: (02954) 439423 / 458558

Fax: (02954) 439423 / 458558





CHAPTER

# 10

## FINANCIAL SUPPORT PROGRAMS



Fostering and increasing SME competitiveness through financial tools, designed to help the investor's growth, boost the development of the province.

### Financial Tools for the Investor

The province of La Pampa Administration (through the Ministry of Production and the Ministry of Territorial Development) and the Banco de la Pampa, offers the investor different financial programs and the possibility to have access to them through differential rates.

It also provides counseling to the businessman about the appropriate framework to make a project come true.

## Banco de La Pampa

Banco de la Pampa offers financial solutions that promote companies progress for the development of regional economies.

As regards production financing, in the province there is a remarkable wide offer of credit lines in Banco de La Pampa, with discounts in the interest rate by the provincial administration.

The bank, as financial agent, supports both the production policies and the provincial development. In this context, Banco de La Pampa offers its clients a wide variety of credit lines, designed on the basis of agreements between the Province and the Bank and channeled through the Ministries of Production and of Territorial Development.

*These loans are granted with the bank own funds and their main feature is the subsidy on the interest rate given by the provincial administration.*

### Financial Support through Agreements between Banco de La Pampa and the Ministry of Production

#### Loans to finance Compre Pampeano

The program that benefits industries and its clients

Whenever a company (Pampean or from other province / country) acquires goods produced by industries from La Pampa that are enrolled in the registry of Pampean products, Banco de La Pampa will finance up to 100% of the TAV net purchase.

Financing Compre Pampeano allows the Province of La Pampa to reduce the rate of interest for loan given to clients who purchase from Pampean industries.

This financial operation fosters Pampean industries development as it implies greater production, a greater number of employees and higher volumes of sales.

This financing is meant for commerce, industries, agricultural producers, service companies – either from La Pampa or from other provinces – that purchase goods produced in Pampean industries and, in turn, they have access to credits with reduced rate of interest.

This financial operation enables access to:

- Traditional Compre Pampeano with which it is possible to finance investments and working capital.
- Compre Pampeano in Production Comprehensive Units, through which it is possible to finance projects and turn-key services.
- Compre Pampeano to finance the purchase of certain goods for consumption.

#### Loans to finance commerce, industry and services:

They are financial operations to finance commercial, industrial and production-support-service sectors. Both investment and working capital can be financed.

#### Seasonal credit lines

Aiming at helping the provincial agricultural sector, there is a credit line for sowing and implantation of fresh forages and pastures whose starting date coincides with the agricultural cycles and the needs of the sector.

#### Loans specially designed for each sector

- **Loans for Investment**
- **Loans for the Slaughtering Industry**
- **Loans for the Dairy Industry**
- **Special Loan Plan Provincial de Activación Porcina (Provincial Plan for Boosting the Pig Industry)**
- **Loans for buying breeders**
- **Loan for the Equine Plan**
- **Financing for the Apiculture Sector**
- **Loans for Companies for the Mining Sector**
- **Loans for Mills**
- **Loans for Salt Companies**
- **Loans for companies providing services to the Oil Sector**
- **Loans for companies to be settled in General Pico Duty-free Zone**
- **Financing for Health Projects**
- **Loans for IT companies**

#### Contact Information:

Bureau of Technical and Financial Support  
Civic Center. 2nd Floor. Santa Rosa, La Pampa  
Phone: (02954) 452737 or 452600 Ext 2036-1949

### Financial Tools offered by the Ministry of Production

By provincial Law N° 2870 of Economic Promotion, the Ministry of Production grants development loans to:

Finance working and fixed capitals for companies that start business or develop activities aimed at promoting the provincial economy.

***This credit line finances up to 70% / 80% of the total project investment and it has a reduced rate of interest.***

**Contact Information:**

Bureau of Industry  
Civic Center. 3rd Floor. Santa Rosa, La Pampa  
Phone: (02954) 452727

**Federal Council of Investments (FCI)**

The FCI offers micro, medium-sized and small companies credit lines for pre-investments, help during trade shows and exhibitions; work capital; investment and pre-financing for exports. There is, as well, a credit line for Export Regional Production and a credit line for the Reactivation of Production.

FCI is financed by the provinces. La Pampa has a Provincial Link Unit through which these credits can be arranged.

**Contact Information**

Federal Council of Investments (FCI) - Regional Unit  
Civic Center. 2nd Floor.  
(6300) Santa Rosa, La Pampa  
Phone: (02954) 420769 / 452600 Ext. 2006  
Email: cfisantarosa@lapampa.gov.ar

**Financing Tools offered by the Ministry of Territorial Development**

The Ministry of Territorial Development grants loans framed under provincial Law N° 2870 of promotion of economic activities. The maximum sum of these credits is set by law.

These credits are for small companies to incorporate technology and work capital; to expand themselves and perform training courses; and to acquire tools or supplies. They are implemented through the Production Councils of every Pampean city.

The local Production Council was created by provincial Law N° 2870, to which municipalities and development committees adhere. Its main function is to analyze the different production projects submitted. After a project is selected, the financial request is submitted to the Ministry of Territorial Development, the authority in charge of deciding the granting of loans, on the basis of compliance with requirements to the program and the funds available.

**Financial support through Agreements between Banco de La Pampa and the Ministry of Territorial Development****Loans for Economic Promotion**

This financing program supports micro, medium-sized and small companies from the province of La Pampa and promotes their development. Both investments and work capital can be financed.

**Loans for Hotel Industry Promotion**

This credit line promotes the development of the hotel industry in the province.

**Contact Information:**

Ministry of Territorial Development  
Address: Luro Ave. and San Martín Ave.  
Santa Rosa, La Pampa

**Financial Tools offered by Banco de La Pampa**

For Banco de La Pampa, SME and the agricultural sector are strategic segments. Thus, its financial offer mainly aims at these sectors so they can face work capital and investment needs.

Main financial products offered are:

**Loans - Agreements of Commercial Complementation**

Through a wide range of agreements reached with different companies, the credit line "Complementación Comercial" (Commercial Complementation) offers the Banco de La Pampa's clients the possibility to have access to very favorable financial conditions to acquire new agricultural machinery, trucks and other capital goods.

**Loans for farmers**

Banco de La Pampa is well aware of its clients, either companies or agricultural producers, thus it offers products tailored to their specific needs and provide personalized support through the following financial tools:

- Loans for breeding retention
- Loans to acquire breeders
- Loans to acquire calves
- Loans for rebreeding
- Loans for sowing
- Loans for assignment of transfers of forward agreements

**Caldén Agraria Credit Card**

This credit card was designed by Banco de La Pampa for agricultural producers. It allows them to acquire futures of all kinds of agricultural supplies such as seeds, agrochemicals, fertilizers, fuel, spare parts and accessories, veterinary products, hiring of workforce and professional services and everything necessary to develop agricultural production.

### Loans to pay Annual Bonus

The Bank finances the work capital necessary to face the Annual Bonus payment for all those companies that deposit salaries of payrolls in *Cuentas Sueldo del Banco de La Pampa* (Salary Accounts in Banco de La Pampa).

### Current Account Overdraft and purchase of deferred-payment cheques

These credit lines adapt to ever changing market needs as they aim at satisfying temporary needs of the work force.

### Foreign Trade

Through different financial tools, Banco de La Pampa offers comprehensive financing for Foreign Trade

#### Exports Pre-financing

*The exporter is offered with the necessary resources to cover the costs of the whole production process, the acquisition of raw material or capital goods needed to perform the export operation. An export contract, a binding purchase order and an order sheet or pro forma invoice are required to have access to this financing.*

#### Exports financing

*It finances the payment term of post shipment given by the exporter to his client (the importer). This financing allows the exporter to have the necessary resources not to interrupt the company production process.*

#### Purchase / discount of export shipment documents

*This tool is offered as recourse or non-recourse loan. In the first case, the client is the credit holder. In the second case, in the purchase of non-recourse shipment documents the Bank incorporates an asset (export credit) to the books, releasing the borrower (exporter) as credit holder.*

*Export Letter of Credit: Banco de La Pampa as recipient informs the exporter (beneficiary) reception of the letter of credit issued by the Issuing Bank, the latter acting on behalf and through order of its client (importer). The Issuing Bank commits to pay Banco de La Pampa a specific amount of money (currencies) upon submission by the beneficiary (exporter) of shipment documents, occasionally together with a letter of exchange. Besides, the beneficiary will have to fulfill other formal requirements specified in the Letter of Credit.*

**Import Letter of Credit:** The Issuing Bank (Banco de La Pampa), acting on behalf and through order of its client (importer), commits to pay the beneficiary (exporter) through an overseas Bank (recipient / advising) a specific amount of money (currencies) upon submission of shipment documents, occasionally a letter of exchange, and after fulfilling the remaining provisions specified in the Letter of Credit.

Imports financing: it meets the importer's financial needs by performing in due time and form the prepayment, at sight payment or post shipping payment of goods bought to an external supplier (exporter).

Other financial opportunities available are:

- Financial Loan
- Loans with Reciprocal Guarantee Society
- Loans for Investments
- Loans for the purchase of pick-up trucks and other vehicles

Contact Information:

Banco de La Pampa  
Customer Service  
Phone: 0-810-2222-257  
Web: [www.bancodelapampa.com.ar](http://www.bancodelapampa.com.ar)  
Email: [SAC@bancodelapampa.com.ar](mailto:SAC@bancodelapampa.com.ar)

Headquarters

Address: 255, Carlos Pellegrini St. Santa Rosa, La Pampa.  
Phone: (02954)-451000

*Note: This chapter describes the financial tools offered at a provincial level. There are also other national programs and funds that finance different economic sectors.*





FUNDACIÓN  
Banco de La Pampa

Banco de  
**La Pampa**



GOBIERNO DE  
**LA PAMPA**

Ministerio de la  
**Producción**

