



Internal Report: Pine Pharmaceuticals, LLC - Pine Pharmaceuticals, LLC

Table 1: Basic Information

Project Name	Pine Pharmaceuticals, LLC
Project Industry	(325) Chemical Manufacturing
Municipality	Tonawanda Town
School District	Kenmore-Town of Tonawanda
Project Cost	\$5,600,000
Construction Budget	\$4,500,000
Direct Employment Expected	13
Direct Labor Income	\$1,170,000
Direct Construction Jobs	33
Direct Construction Labor Income	\$1,729,461
Total Labor Income	\$2,899,461

Table 2: Estimated State & Regional Benefits*

Region	
New Property Tax Revenue (PILOT or Improvements)	\$225,703
Sales Tax Revenue	\$492,913
State	
Income Tax Revenue	\$1,401,384
Sales Tax Revenue	\$415,085
TOTAL Estimated Revenue	\$2,535,085

Table 3: Estimated Project Incentives*

Property Tax Savings	\$890,183
Sales Tax Savings	\$240,625
Mortgage Tax Savings	\$27,750
TOTAL Estimated Incentives	\$1,158,558



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Table 1: Basic Information

Project Name	Pine Pharmaceuticals, LLC
Project Applicant	Pine Pharmaceuticals, LLC
Project Industry	Chemical Manufacturing
Municipality	Tonawanda Town
School District	Kenmore-Town of Tonawanda
Type of Transaction	Lease
Project Cost	\$5,600,000
Mortgage Amount	\$2,775,000

Table 2: Permanent New/Retained Employment (Annual FTEs)

	State	Region
Total Employment	111	111
Direct**	13	13
Indirect***	30	30
Induced****	23	23
Temporary Construction (Direct and Indirect)	45	45

Table 3: Permanent New/Retained Labor Income (Annual) & Average Salary (Annual)

	State Labor Income	Region Labor Income	Average Salary
Total	\$6,363,007	\$6,363,007	\$57,298
Direct**	\$1,170,000	\$1,170,000	\$90,000
Indirect***	\$1,931,607	\$1,931,607	\$64,768
Induced****	\$931,680	\$931,680	\$39,786
Temporary Construction (Direct and Indirect)	\$2,329,720	\$2,329,720	\$51,991

Table 4: Permanent New/Retained Labor Income (Discounted Present Value*)

	State Labor Income	Region Labor Income
Total	\$37,061,141	\$37,061,141
Direct**	\$10,075,098	\$10,075,098

Indirect ^{***}	\$16,633,442	\$16,633,442
Induced ^{****}	\$8,022,882	\$8,022,882
Temporary Construction (Direct and Indirect)	\$2,329,720	\$2,329,720

Table 5: Cost/Benefit Analysis (Discounted Present Value^{*})

Total Costs to State and Region	\$1,158,558
Mortgage Tax Revenue Forgone	\$27,750
State	\$20,813
County	\$6,938
Local	\$0
Property Tax Revenue Forgone	\$890,183
485-B Property Tax Abatement	\$322,628
Above 485-B	\$567,555
Sales Tax Revenue Forgone	\$240,625
Construction Materials	\$196,875
Other Items	\$43,750
Total Benefits to State and Region	\$39,596,226
Total State Benefits	\$38,877,610
Income Tax Revenue	\$1,401,384
Direct ^{**}	\$433,229
Indirect ^{***}	\$665,338
Induced ^{****}	\$216,618
Construction (Direct and Indirect, over 0 years)	\$86,200
Sales Tax Revenue	\$415,085
Direct ^{**}	\$112,841
Indirect ^{***}	\$186,295
Induced ^{****}	\$89,856
Construction (Direct and Indirect, over 0 years)	\$26,093
Labor Income	\$37,061,141
Total Regional Benefits	\$718,616
Property Tax/PILOT Revenue	\$225,703
Sales Tax Revenue	\$492,913
Direct ^{**}	\$133,999
Indirect ^{***}	\$221,225
Induced ^{****}	\$106,704
Construction (Direct and Indirect, over 0 years)	\$30,985
Benefit to Cost Ratio	39596193.6:1
Overall ROI	34.2:1

Table 6: Regional Fiscal Impact (Discounted Present Value*)

Total Local Client Incentives	\$1,012,264
Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)	\$718,616
Net Local Revenue	\$-293,648
Benefit to Cost Ratio	0.7:1
Overall ROI	37.3:1

Table 7: Property Tax Revenue (Discounted Present Value*)

Total Property Tax	\$225,703
County Property Tax	\$30,044
Town Property Tax	\$84,287
School District Property Tax	\$111,372

* Figures over 10 years and discounted by 3.49%

** Direct - The recipient of IDA assistance adds new jobs to the regional economy and/or retains jobs at risk of being lost to another region. Investments that result in displacing existing jobs (e.g., most retail and many service sector industries) do not fall under this definition.

*** Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.

**** Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.

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Table 4: Employment Breakdown

Project	
Direct**	13
Indirect***	30
Induced****	23
Construction	
Direct	33
Indirect	12

Table 5: Ratios

Benefit to Cost Ratio	2.2:1
Overall ROI	34.2:1

* Figures over 10 years and discounted by 3.49%

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