

STATS

JOBS RETAINED &
CREATED

45

CREATED & RETAINED
PAYROLL

\$4.1M

CAPITAL INVESTMENT

\$10M

STRATEGIC PARTNERS

LEGAL COUNSEL:

KMK Law

COMMERCIAL REAL ESTATE:

SqFt Commercial

CONSTRUCTION SERVICES:

Al. Neyer

CIVIL ENGINEERING:

The Kleingers Group

ECONOMIC DEVELOPMENT:

City of Hamilton & JobsOhio

HEAR FROM THE
COMPANY

"The company's physical growth includes purchasing a blending facility in Pennsylvania and constructing a state-of-the-art warehouse in Hamilton. This growth of brick and mortar shows the commitment we have to the next 25 years."

DARRIN WARD
CEO, COOLANTS PLUS



Corporate HQ Expansion

OVERVIEW

KMK Consulting (KMKC) assisted Coolants Plus Inc. (Coolants Plus), a leading supplier and distributor of lubricants, antifreeze, and chemicals, in making a strategic location decision. Coolants Plus partners with renowned brands such as Shell, Pennzoil, Quaker State, Marathon, Valvoline, and Castrol. Over the past 25 years, the company has experienced significant growth, creating the need for a new warehouse to support the continued distribution and storage of prepackaged mechanical and automotive fluids.

CHALLENGES

Coolants Plus' ambitious relocation and expansion plan presented unique challenges that required innovative solutions. The company faced several hurdles, including securing incentives, negotiating with multiple states and jurisdictions during the planning process, identifying creative strategies to address both immediate and long-term operational costs, and fostering strong partnerships within the local Hamilton community.

The construction project was designed to accommodate future physical expansion of the building. However, the current development and potential future growth necessitate a thoughtful review, given the property's proximity to a Butler County Metro Park.

OUTCOMES

KMK Consulting supported the company's location decision by conducting a comprehensive incentive market analysis for each site under consideration. Partnering with SqFt Commercial, The Kleingers Group, and Al. Neyer, KMK Consulting aligned incentive negotiations with the acquisition and construction timelines. This strategic collaboration enabled KMK Consulting to secure a tailored package of state and local tax credits, grants, public financing, and infrastructure improvement support. These efforts maximized the company's investment while minimizing both short-term and long-term costs.

Working closely with the company and its partners, the deal team ensured planning commission approvals were obtained promptly, keeping the construction timelines on track. As a result, this project will retain and create **45 full-time jobs** with an associated payroll of **\$4.1M**. Moreover, the initiative is expected to drive continued expansion, unlocking additional opportunities beyond the initial job commitments.