

**KMK Consulting Congratulates the State of West Virginia
for Securing Macy's, Inc.'s New Fulfillment Center**

April 29, 2011 - KMK Consulting would like to extend a special congratulations to the West Virginia Development Office, and specifically to Director of Business and Industrial Development, Mark Julian, and Senior Manager of Financial Programs and National Accounts, Todd Hooker, for securing Macy's, Inc.'s new fulfillment center in Berkeley County, for which ground was broken on April 15th. KMK Consulting represented Macy's in the project, which entails a \$150 million capital investment to construct a 1.3 million square foot facility that will create an estimated 1,900 new jobs. It is the largest fulfillment center to date in the history of Macys.com and one of the largest new job projects in West Virginia's history.

The site selection effort started with 150 possible locations across six states. Recognizing that competition for securing this project would be great, Mr. Julian and Mr. Hooker worked to simply out-compete the other prospective locations with their knowledge, professionalism, and passion for bringing Macy's to their state. This made a strong impression on Macy's from the initial time of contact, and helped bring Macy's to the conclusion that the State of West Virginia would be the best home for this substantial investment.

Mark's and Todd's tireless efforts to understand Macy's needs and to respond with flexible and creative solutions exhibited best-in-class practices from an economic development department. Their collaborative approach, ability to garner the State's resources in productive ways, and aggressive follow-through made West Virginia shine as a place to do business.

Jim McGraw, KMK Consulting's President and CEO lauds their efforts. "Simply put, this deal could not have been done without them. We have worked with economic development officials in over 100 markets, and Mark and Todd are easily two of the best economic development professionals I have ever worked with."

Commissioner William Stubblefield of Berkeley County, West Virginia, and the Berkeley County Development Authority should also be congratulated for their great efforts in helping to bring Macy's to West Virginia. "Macy's has consistently let us know that they view their employees as family and that it is important for them to be a giving part of the community. I think that's another reason Berkeley County will be a perfect fit for them," Stubblefield said.

About KMK Consulting: KMK Consulting is a comprehensive Economic Development Consultancy focused on enterprise success and community prosperity through two major business groups: directly serving economic development initiatives and corporate solutions. Our clients range from small communities to major regional markets to Fortune 100 corporations. Our team has worked in more than 100 markets across the nation, helping clients plan and execute projects to improve their competitive advantage. For more information, contact Jim McGraw, President and CEO at jmcgraw@kmkconsulting.com or 513-639-3900.