Stable Foundations, LLC is a family-owned, third-generation company that provides foundation repair, basement wall repair and crawl space waterproofing and encapsulation. Founded in 1992, the Company serves residential and commercial customers in the greater Richmond, Virgina metropolitan area.

Matt Walder, President, stated "Greg Waller and the team at **Windward Advisors** were instrumental in getting us through the sale process. From negotiating the deal terms to navigating us through due diligence, every member of the team was knowledgeable and responsive. They made a complex process manageable and added value every step of the way. They are a great team to have on your side when you are selling a business."

Vanterra Foundation Solutions, backed by **Percheron Capital**, is based in Knoxville, Tennessee and is a national commercial services platform specializing in foundation repair, basement waterproofing, crawl space encapsulation, concrete lifting, radon mitigation, and mold removal**. Andrew Lantz, VP of M&A from Vanterra** said "**Greg and the Windward team** did an outstanding job throughout the entire transaction process. From presenting an accurate and compelling financial and operational profile of the company, to driving a highly efficient and organized diligence process, they demonstrated professionalism and expertise at every stage. They also played a key role in helping both parties navigate nuanced legal considerations to successfully close the transaction. The outcome has been highly positive for both their client and us as the buyer, and we look forward to collaborating on future opportunities together."

Windward Advisors, LLC ("Windward") specializes in helping business owners better prepare their businesses to maximize shareholder value by providing strategic planning and corporate growth advisory services, and by representing owners in the execution of sale, acquisition, and capital structuring transactions.

Greg Waller and Steve Howell, Managing Directors of Windward stated "Working closely with the Walder family and the Stable Foundations team on this transaction was a pleasure. We believe Vanterra will be a great partner to help take Stable Foundations to the next level."

Tom O'Brien, a Shareholder with the law firm **Spotts Fain, PC** and his legal team were instrumental in structuring, negotiating, and closing this transaction.