

## **Where Food Comes From® Acquires Sterling Solutions**

Where Food Comes From, Inc. (“WFCF” d.b.a. “IMI Global”) (OTCQB: WFCF), based in Castle Rock, Colorado, recently announced the acquisition of Sterling Solutions, LLC, based in Vale, Oregon. The acquisition is expected to be accretive to WFCF’s earnings. Specific financial details of the transaction were not disclosed.

WFCF is a leader in certification services to the food and agriculture industries providing independent third-party verification of compliance with U.S. Department of Agriculture (“USDA”) and other domestic and international standards for a broad range of food source, process and attribute claims including organic, non-hormone treated, antibiotic-free, no animal byproducts, non-GMO, source and age, animal welfare, sustainability, and gluten-free. The company’s customer base is comprised of thousands of food producers, packers, processors and retailers ranging from family owned farms to well-known food companies including Tyson Foods, Cargill, Sysco, Smithfield Foods, Whole Foods Market and Heinen’s Fine Foods.

Sterling Solutions, founded by John Nalivka and John Morse in 2003, specializes in verification programs for the beef industry with a customer base comprised of some of the leading dairies, calf ranches, cattle operations and feed yards in the Western U.S. and the Pacific Northwest. The Company’s licenses and accreditations include Source and Age, Non-Hormone Treated Cattle (NHTC), Animal Welfare, Sterling Natural, High Quality Beef (HQB), Never Ever 3 (NE3), and other programs. Sterling Solutions will retain its name and operate as a wholly owned subsidiary of WFCF.

John Saunders, CEO of WFCF, commented: “Sterling Solutions is a highly regarded company with strong credentials in a variety of auditing standards. This transaction ideally fits our M&A strategy of expanding our verification portfolio, increasing our geographic footprint and growing our market share.” John Nalivka, CEO of Sterling Solutions, commented: “We are pleased to become part of the nation’s most comprehensive provider of verification solutions. This transaction strengthens our ability to expand in the Pacific Northwest as well as in Texas and California, and we are confident there will be a smooth transition for the customers of our respective organizations.”

Silvergrove Advisors initiated this transaction and acted as financial advisor to WFCF. Brian Moloney, CEO of Silvergrove, commented: “This transaction is the successful culmination of an extended dialogue between the principals of WFCF and Sterling regarding the strategic potential of a combined organization. I am enthusiastic for Silvergrove to play a continued role in the execution of WFCF’s targeted acquisition strategy which has helped establish the company as a leading provider of verification solutions to the food and agriculture industries.” Previously, Silvergrove represented WFCF in the 2013 acquisition of Validus Ventures, LLC, based in Urbandale, Iowa, and the 2012 acquisition of International Certification Services, Inc. (“ICS”), based in Medina, North Dakota.

Davis, Graham & Stubbs, LLP served as legal counsel for WFCF.

### **About Where Food Comes From, Inc.**

WFCF is America’s trusted resource for third-party verification of food production practices. The Company supports more than 10,000 farmers, ranchers, processors, retailers, distributors and restaurants with a wide variety of value-added services through its IMI Global, International Certification Services, and Validus Verification Services business units as well as through its retail and restaurant labeling program. Please visit [www.wherefoodcomesfrom.com](http://www.wherefoodcomesfrom.com) for additional information.

### **About Sterling Solutions, LLC**

Sterling Solutions is a leading provider of verification services in the Western U.S. and Pacific Northwest with a customer base comprised of leading dairies, calf ranches, cattle operations and feed yards. For more information on Sterling, please visit [www.sterlingtraceback.com](http://www.sterlingtraceback.com)

### **About Silvergrove Advisors, LLC**

Silvergrove is a boutique merger and acquisition advisory firm based in NYC which represents family owned and entrepreneur owned companies in the middle market on recapitalizations, strategic sales, mergers and acquisitions. For more information on Silvergrove, please visit [www.silvergroveadvisors.com](http://www.silvergroveadvisors.com)