TIGERLINE
ADVISORY

Bill Welch
Former President
EnviroLogix, Inc. (Portland, ME)

To Potential Clients of TigerLine Advisory:

I had the opportunity to lead and work closely with Will Silton for more than five years in my role as a business president. During that time, I saw firsthand his ability to understand complex business challenges, identify opportunities for improvement, and drive meaningful results. Will brings a broad range of experience across strategy, sales, operations, and finance. His greatest strength, in my view, is his strong financial understanding of what drives the value of a business and, more importantly, what actions can increase that value. He understands how improvements in business performance translate into financial results and ultimately a more valuable business, particularly when preparing for a future sale or ownership transition.

What I have always appreciated about Will is his practical, straightforward approach and willingness to tell it like it is. He will challenge assumptions, ask difficult questions, and point out issues that others may be reluctant to raise. He gets to the heart of a problem quickly, focuses on what matters most, and isn't afraid to call out what isn't working. For a business owner, that kind of candor, combined with strong financial insight, can be extremely valuable.

For founders, business owners, and investors looking to improve performance, accelerate growth, or prepare for a future sale, I believe Will and TigerLine Advisory offer a valuable combination of experience, financial understanding, and practical advice. Will brings an objective perspective, the willingness to have honest conversations, and a clear focus on helping owners take the actions that will make their businesses more successful and valuable.

Any business would be privileged to work with and learn from Will.

Bill Welch