

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

GRAY GRAY & GRAY[®]
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

Canton | Framingham | Boston

BEYOND THE NUMBERS

September 2017

Issue No. 60

It takes more than numbers.

Gray, Gray & Gray is here to help you "Fuel Your Future" by going beyond accounting services. With over 70 years in the energy business, we go beyond the numbers by delivering insight, guidance and knowledge to our energy clients so they can achieve growth and profitability.

**Visit Gray, Gray & Gray This Month at the
Southern New England Energy Conference!**

September 18-19, 2017

Gurney's Newport Resort - Newport, RI

Gray, Gray & Gray Booth #9

Visit us this month at the Southern New England Energy Conference to pick up your copy of Gray, Gray & Gray's Energy Industry Survey Results and take part in a special "Behind the Numbers" session on Monday, September 18th, led by Gray, Gray & Gray Partner Jeff Foley and Manager Marty Kirshner!



*Jeffrey P. Foley, CPA
Partner*



*Marty Kirshner, CPA, MSA
Manager*

Gray, Gray & Gray's annual Energy Industry Survey has long served as an important benchmarking tool for oilheat and propane companies. But, not all of the results have been made public...until now. During the "Behind the Numbers" session, Jeff and Marty will share some of the more interesting data points from this year's survey, including eye-opening tendencies in owner compensation, the sources of new customer acquisition and insights into service diversification. Jeff and Marty will also cover 10-year trends from the survey that trace an industry in transition, with some forecasts into where we may be headed. More importantly, they will provide examples of how successful dealers are using the information presented in the survey to measure and benchmark their own company's performance, with an eye toward improving efficiencies and boosting the bottom line. You won't want to miss this presentation!

PLUS, be sure to bring your tax, accounting and business advisory questions, and stop by our booth to chat with members of Gray, Gray & Gray's dedicated Energy team.

Announcing Gray, Gray & Gray's Year-End Business Planning Seminar: Where is Your Business Heading in 2018?



What plans are you making for your business for 2018...and beyond? Gray, Gray & Gray has assembled a lineup of leading business authorities to provide expert insight and actionable recommendations for making the future a bright one for your business. **Join us as our guest for the following sessions:**

What's Your Magic Number?

Moderator: *Larry Gennari, Partner, Gennari Aronson, LLP, & Adjunct Professor, Boston College Law School*

Panelists: *Jim DeLeo, Kelly Berardi & Dan Romano, Gray, Gray & Gray; Don Garcia, Boyd Coatings; Kathryn Berardi, Imugen, Inc.; Mike Cook, Corporate (IT) Solutions*

Tax Update

Speakers: *Brad Carlson and Derek Rawls, Gray, Gray & Gray*

Cyber Security

Speaker: *Bobby Garrett, Gray, Gray & Gray*

The Outlook for Business One Year into the Trump Presidency

Keynote Speaker: *Chris Hennessey, Professor Emeritus, Babson College*

[LEARN MORE & REGISTER HERE](#)

Landmark Case on Fiduciary Role in 401(k) Plans



On August 16, after a nearly ten year journey through the courts, the U.S. District Court for the Central District of California reversed an earlier decision on a landmark case and ruled that plan fiduciaries continue to have responsibility for employee benefit plans (such as 401(k) plans) even after initial investment decisions have been made.

Plan fiduciaries (typically the business or business owner) will now have to spend more time and become more actively involved in the management of investments, including decision making regarding the share class of investments in the portfolio.

This presents a significant challenge to plan fiduciaries, many of whom have traditionally trusted an outside plan advisor or manager to make investment choices. The court's ruling means that plan fiduciaries must remain more fully engaged in investment decisions in order to fulfill their fiduciary responsibilities.

[READ MORE HERE](#)

It Takes More Than Numbers.


"Gray, Gray & Gray has been Coan Oil's accounting firm since 1945. We were one of their first clients and the fact that we are still with them today says a great deal about the relationship between our companies. For [over] sixty-five years they have helped keep us on track, growing and profitable. Gray, Gray & Gray not only knows our business inside and out, they understand the oilheat industry and how to make the most of our opportunities. We have always relied on Gray, Gray & Gray to keep us on top of the many changes occurring in the accounting field as well as changes in the oil industry. Our relationship with Gray, Gray & Gray has strengthened from generation to generation, from my father who worked with the original Gray brothers to my own connection with the firm today. We count on them as more than just accountants, but as someone we can trust with everything

from business strategy to financial planning. It's been a great partnership."

- Kevin Coan, Coan Oil, Inc.

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