

# Fueling Your Future.



Information for Oilheat,  
Propane & Petroleum  
Business Leaders

**GRAY GRAY & GRAY**  
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

Westwood | Framingham | Boston

BEYOND THE NUMBERS

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*It takes more than numbers.*

*Gray, Gray & Gray is here to help you "Fuel Your Future" by going beyond accounting services. With over 65 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.*

## 2013 Midyear Tax Planning Have you started planning yet?

Tax circumstances can sometimes change - often significantly - in the course of a few months. As the midpoint of 2013 approaches, you need to be aware of what new changes may be on the horizon and focus on tax strategies that could take several months to implement.

Thanks to a cold winter season, many energy dealers enjoyed stronger first quarters and an upswing in profits. If this is the case for your business, then you may want to consider using that extra cash flow to purchase new equipment that could potentially be written off under Section 179 or take advantage of the 50 percent bonus depreciation on new equipment. And if you're considering diversifying your products/services, be sure to take a closer look at how the Propane Green Autogas Solutions Act, which was extended through 2016 and provides propane autogas tax credits for the purchase of propane-powered vehicles and the subsequent fuel and refueling infrastructure, could benefit you.

The following information may help you to better understand the importance of making decisions early about whether to defer or accelerate income and what deductible expenses to pay before year-end. Please note that several business provisions in the tax law are available only through 2013. For this reason, it may be prudent to plan to use

them by the end of the year. They include:

- Section 179 expensing of up to \$500,000 of new or used equipment when total qualified fixed asset additions do not exceed \$2 million for the year

Lesser expensing is available when fixed asset additions exceed \$2 million but are less than \$2.5 million

No deduction is available when fixed asset additions equal or exceed \$2.5 million

Deduction is limited to taxable income

- A 50 percent bonus depreciation on new equipment put in service by December 31, 2013
- A 15-year rather than a 39-year cost recovery on qualified leasehold improvements and restaurant and retail assets
- Research and development credits
- The Work Opportunity Tax Credit

Midyear and year-end planning may be especially important for Section 179 expensing, which is scheduled to drop from \$500,000 in 2013 to \$25,000 in 2014, and for bonus depreciation, which is scheduled to expire totally after year-end.

The Gray, Gray & Gray Energy Team urges you to start your tax planning early and find out how to take advantage of the many tax provisions available to you. As always, our Energy Team is here to assist you with any questions. Please feel free to contact us at (781) 407-0300.

[Click here for more information on midyear tax planning.](#)



*Times have changed and so has the energy industry.*

You can't run your business the same way you have in the past.

That's why Gray Gray & Gray has developed

**5-SPEED**

**5-Year**

**Strategic  
Planning  
Exercise for  
Energy  
Dealers**

Our industry experts will work with you to develop a customized five-year plan of action to help move your company forward with confidence.

**GET IN GEAR!**

Contact [Joe Ciccarello](#), [Jeff Foley](#) or [Marty Kirshner](#) today to discuss a 5-SPEED strategic plan for your energy business.



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**Client Testimonials**

*"Gray, Gray & Gray has been an essential part of the growth and continued success of Peterborough Oil. In addition to their always excellent guidance on tax and financial issues, Gray, Gray & Gray played an integral part in the successful transition of the business from one generation to the next, and served as our most trusted advisor during the sale of our company. Their knowledge of our company and our industry make Gray, Gray & Gray an invaluable resource to us."*

*- Jack Ford, Peterborough Oil Co., Inc.*

*"I have been a Gray, Gray & Gray client for 20 years and plan to remain so for as long as I am in business. And hopefully for many years beyond! Gray, Gray & Gray is much more than an accounting firm. Their long-term strategies have resulted in more money in my pocket and a more enjoyable life for me. They listen to me, and wrap my assets, such as my business and real estate, around my long-term goals with creative, efficient business and personal plans. I count on Gray, Gray & Gray. Their experience has worked for me."*

*- James Horan, Horan Oil Co.*

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