

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

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

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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 nearly 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.

Independent Oil Marketers Association of New England Features "Has Your Succession Plan Kept Up With Your Success?" Article

by C. Joseph Ciccarello, CPA, MST
Managing Partner, Gray, Gray & Gray, LLP



If you have built a flourishing chain of businesses over the years, your life has no doubt been focused on operational and financial issues related to the business. But it is essential that you also pay attention to your personal finances. In particular, you need to ask yourself how you will "cash out" the equity you have accumulated in the business and capitalize on the legacy you have built.

This is a complex question, since the value of your company has likely increased substantially over time, and in particular may have risen steeply during the recent economic recovery. Does the succession plan you put in place years ago take into account all the changes in the business, the market, and your personal situation that have occurred? A plan that may have worked for the owner of a small, struggling business is almost certainly inadequate for the CEO of a multi-unit chain with millions of dollars in annual revenue.

[Click here to read the full article.](#)

Marty Kirshner Promoted to Manager at Gray, Gray & Gray!



We are elated to announce Marty Kirshner's promotion to a manager in Gray, Gray & Gray's Client Services Department!

Since joining the firm in 2008 and becoming a supervisor, Marty has served as a key member of Gray, Gray & Gray's Energy Business Practice Group, serving as a strategic advisor for many of our energy clients. Marty has demonstrated a keen ability to help lead the team in providing exceptional accounting, audit and advisory services, and to foster strong relationships with team members and clients alike. In his new role as manager, Marty will continue to help our energy clients sustain and maximize profitability by going beyond the numbers. [Learn more about Marty Kirshner here.](#)

Congratulations on your well-deserved promotion, Marty!

Important Update on Market-Based Sourcing



Gray, Gray & Gray would like to alert you to a significant change in state tax law that is likely to impact your company's 2014 Massachusetts tax return. The new rules are specifically aimed at service providers who have earned revenues in more than one state.

[Click here to learn more now.](#)

Gray, Gray and Gray will be working closely with our clients this tax season to ensure you have the guidance necessary to comply with the new law, and will seek opportunities to reduce your Massachusetts tax liability when available.

In the meantime, should you have any questions, please feel free to [contact Derek Rawls](#), one of our newest Gray, Gray & Gray team members who specializes in State and Local Tax (SALT) services.

Happy New Year from Gray, Gray & Gray!

Happy New Year


2015

2015 is here! As the new year kicks off, we would like to take this opportunity to express our sincere gratitude to you for putting your trust in us. We look forward to going beyond the numbers for you and continuing to serve as your strategic advisor in the coming year!

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