

# Fueling Your Future.



Information for Oilheat,  
Propane & Petroleum  
Business Leaders

**GRAY GRAY & GRAY**<sup>®</sup>  
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

Canton | Framingham | Boston

BEYOND THE NUMBERS

May 2015

Issue No. 31

*It takes more than numbers.*

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

## Thanks for Participating in Gray, Gray & Gray's 2015 Oilheat Survey!



Thank you to everyone who participated in Gray, Gray & Gray's 2015 Energy Industry Survey!

This marks over 24 years of conducting an independent survey of the industry in order to provide you, our energy clients and friends, with vital information for your business. Your participation in the survey will help us to create a current overview of the retail oil and propane industry, and provide helpful insights and set industry standards against which you can measure your own company's results. *Stay tuned for announcement of the results!*

## Gray, Gray & Gray Poll: What Will Your Approach Be to Meeting the Health Care Mandates of The Patient Protection and Affordable Care Act?

We want to know! Please send your response to us at [beyondthenumbers@gggcpas.com](mailto:beyondthenumbers@gggcpas.com).

*We'll compile the top results and feature them in next*

month's issue of *Fueling Your Future*.

- A. Continue offering our current health coverage
- B. Change health insurance plans
- C. Drop health insurance altogether
- D. We have under 50 full-time employees and are not affected by the health care mandates



## Visit Us at Upcoming Events

### Blue Cow User Group Annual Meeting 2015

Gray, Gray & Gray's Jeff Foley & Marty Kirshner to Present:  
*"What Comes Next? Planning for the Next Phase of Your Business"*



June 3-4, 2015  
Boston Marriott Peabody - Peabody, MA



*Jeff Foley, CPA - Partner*



*Marty Kirshner, CPA, MSA - Manager*

Visit our booth at the upcoming Blue Cow User Group Annual Meeting, and be sure to attend our business session on Wednesday afternoon, June 3<sup>rd</sup>, entitled "***What Comes Next? Planning for the Next Phase of Your Business***" by Gray, Gray & Gray's [Jeff Foley](#) and [Marty Kirshner](#). This session is designed to help you gain a better understanding

about the importance of early and consistent planning in order to achieve a successful transition from ownership to retirement. Join us to learn ways to build value in your company - from the customer list to strong margins, consistent cash flow, manageable debt, to functional operations and staff - and discover critical information about building a financial plan to finance your goals and choosing your own transition.

## New England Fuel Institute Energy Expo 2015

*Gray, Gray & Gray's Joe Ciccarello to Moderate:  
Families in Energy Panel Discussion*



June 10-11, 2015  
DCU Center - Worcester, MA



*Joe Ciccarello, CPA, MST - Managing Partner*

Stop by **Booth #9** to pick up your copy of Gray, Gray & Gray's 2015 Energy Survey Results and ask us your questions about tax, accounting or business advisory needs for your energy company. Plus, be sure join in the **Families in Energy Panel Discussion** moderated by Gray, Gray & Gray Managing Partner [Joe Ciccarello](#) on Wednesday morning, June 10<sup>th</sup>. The panel discussion will focus on the everyday situations a family business deals with - from hierarchy, to management and operations challenges. Learn more about keeping the business profitable for the next generation.

***Interested in scheduling a meeting with us at an upcoming event?***

***[Click here to schedule a meeting in advance.](#)***

---

**GRAY GRAY & GRAY<sup>®</sup>**  
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS  
BEYOND THE NUMBERS

781.407.0300  
www.gggcpas.com



 Forward to a Friend

*The information contained in this communication (including any attachments and/or re-directs to other online sources) is not intended or written to be used, and cannot be used, for the purpose of avoiding penalties under the Internal Revenue Code.*