



# Designing & Building Your Future

A Blueprint for  
Growth & Profitability.

March 2023 Issue

## New Webinar! Top Cyber Threats in 2023

**ZOOM**

**Tuesday, March 28, 2023  
1:30 pm - 2:30 pm EDT**

Join Gray, Gray & Gray's  
cybersecurity expert Nathaniel

Gravel and COO & Partner Hank Wolfson as they spotlight the most pressing dangers to your data and network. The discussion will include real life examples of data breaches, ransomware attacks, and cyber intrusions from a risk management perspective, along with practical recommendations on preventative measures you should be taking.

Don't be one of the 77% of businesses who feel they are ill-prepared to deal with a cyberattack. **Register today to participate in this valuable webinar.**



**REGISTER NOW**

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## Announcing the Smart Business Dealmakers Boston Conference on March 23rd

The Smart Business Dealmakers Conference connects thousands of local dealmakers - from middle-market CEOs to top investors and lenders to leading M&A advisers.

Gray, Gray & Gray is proud to be a co-sponsor for this major M&A event that will feature speaking engagements, networking, and panel discussions, including the following session moderated by our very own Leading Partner, Jim DeLeo:

### **SOLD! Ensuring Your Business Is Ready for Sale**

Presented by: Gray, Gray & Gray / CMBG3 Law

11:00-11:40am

*Getting a company ready to sell can be a daunting task—even more so if you haven't been running the business as though it was already for sale. Join a group of owners, investors, and M&A advisors as they share insight for getting your house in order before you go to market to sell.*

Don't miss out on this exciting event! Click [here](#) to view the full event agenda and be sure to register below. Use promo code **GRAY** to save \$150 off registration.



SPONSORED BY: **gray**

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## Gray, Gray, & Gray Ranked Among Top Massachusetts Accounting Firms by Boston Business Journal



We are pleased to announce that Gray, Gray & Gray has been ranked as the 19th largest accounting firm in Massachusetts by the Boston Business Journal. The publication's annual rankings are based on the size of the firm's professional staff in the state and include both independent firms and regional offices of large national accounting firms. Click below to read the full press release.

**READ THE FULL PRESS RELEASE**

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## Drinking from a Fire Hose: Controlling the Flow of Information in Your Business

Information is the lifeblood of any successful organization. But too much of a good thing can negatively impact performance. “Information overload” is a challenge for organizations and those tasked with managing them. Some have even compared the flow of data to “drinking from a fire hose.”



Too much data, crammed into too little time, affects both business operations and the health of managers subjected to the deluge of information. A [British research study](#) found that 35% of business leaders feel that having to keep up with today’s increased flow of information leaves them feeling stressed, and 65% say their work is negatively impacted by the overwhelming amount of data they have to process at work.

[READ THE FULL ARTICLE](#)



## Massachusetts 1099-K Reporting Requirement Remains in Effect

Although the Internal Revenue Service (IRS) has announced a one year delay in the implementation of new federal 1099-K reporting requirements, those same rules are going into effect this year in Massachusetts. Third party settlement organizations (TPSOs), like PayPal, CashApp and Venmo, are now required to report the gross amount paid to a payee with a Massachusetts address when the amount paid is \$600 in a tax year. There is no longer a waiver for a low number of transactions as there had been in the past.



[LEARN MORE](#)



## Announcing New Gray, Gray & Gray Team Members

We are pleased to welcome the following new team members:



Michael Broomstein  
Tax  
Intern



Alison Burgett  
Human Resources  
Chief People Officer



Sandra Costa-Inacio  
Tax  
Manager



Jennifer Crowley  
Tax  
Operations Assistant



Patrick Dillon  
Tax  
Intern



Cory Holmes  
Tax  
Seasonal Associate



Dawn Lafontaine  
Tax  
Bookkeeper



Jake Marlow  
Tax  
Seasonal Associate



Dylan Richardson  
Tax  
Intern



Elaine Solorin  
Tax  
Seasonal Associate



Helena Stamatakis  
Tax  
Seasonal Associate



John Tsaousis  
Tax  
Intern



Do you have a colleague that would like to receive our news?

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