



March 2023 Issue

COMING SOON!

Gray, Gray & Gray's 32nd Annual Energy Industry Survey

For over three decades, Gray, Gray & Gray has been committed to identifying best practices and measuring company performance through our annual survey. In celebration of the 32nd anniversary, we are pleased to bring you a special edition that we hope will provide you with more valuable benchmarking data for your present and future success.

Please watch your inbox for this year's survey coming soon!



New Webinar!

Top Cyber Threats in 2023

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



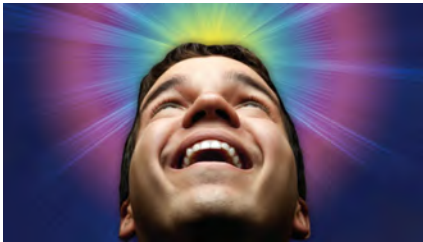
Join Gray, Gray & Gray's cybersecurity expert Nathaniel Gravel and COO & Partner Hank Wolfson as they spotlight the most pressing dangers to your data and network. The discussion will include real life examples of data breaches, ransomware attacks, and cyber intrusions from a risk management perspective, 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](#)



Oil & Energy Magazine features "The Importance of Understanding Your Customers" article By Gray, Gray & Gray's Marty Kirshner & Bryan Pearce



Like the late Steve Jobs, leaders of successful businesses in the propane and fuel oil industry fully understand and appreciate the importance of really understanding their customer relationships. They can clearly articulate their company's "unique value proposition" that resonates with existing customers and serves to attract prospective new customers.

How about you? Do you really understand your customers? You should be able to clearly answer five essential questions about your current customers. If not, you should take steps to get to know them better!

[READ THE FULL ARTICLE](#)



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.



REGISTER HERE



Upcoming Events

We are pleased to announce our participation at the following spring events.

NPGA Southeastern Convention & International Propane Expo

April 23 - 25, 2023

Music City Center, Nashville, TN



Be sure to visit Gray, Gray & Gray's booth (#715) at this year's expo. We will also be co-presenting the following session:

Where We Stand, Where We Are Going

Monday, April 24, 2023, 9:00 am - 10:00 am

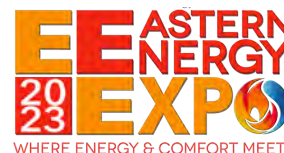
Presenters: Marty Kirshner, CPA, MSA, Partner, Gray, Gray & Gray, LLP; Philip Baratz, CEO & Co-Founder, Angus Energy

Back by popular demand, this seminar reports on the results of Gray, Gray & Gray's annual Propane Industry Survey with features from Angus Energy to examine what marketers are doing to deal with rising costs, international disruption, limited product supply, and a tight labor market. Learn from your peers what steps will work to better position your company for a more stable and profitable future in an uncertain market.

Eastern Energy Expo

May 21 - 24, 2023

Atlantic City Convention Center, Atlantic City, NJ



Be sure to visit Gray, Gray & Gray's booth (#310) at this year's expo.

Watch for more information on additional events coming soon!



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](#)

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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