



April 2023 Issue

Gray, Gray & Gray's Annual Energy & Propane Industry Survey is Open!

Our [32nd annual Energy Industry Survey](#) is now open! We are pleased to bring you a streamlined 2023 survey that will continue to provide companies like yours with key benchmarking data for their present and future success.

What's changed? We have created a more efficient survey experience which you should be able to complete in just 15 minutes, while still providing the important benefits of helping to establish the most up-to-date industry benchmarks and the standards by which company performance is measured. Plus, you'll notice an increased focus on two important and timely topics - workforce development and key business concerns, such as electrification.

As always, **YOUR** thoughtful responses will help us to develop a “snapshot” of the retail oil and propane industry, assisting you with measuring the growth and development of your business.



We have once again partnered with Angus Energy, a respected energy services firm. Data collected through this year's survey will be augmented by financial and operational data developed by Angus Energy. Additionally, our new partnership with the Propane Education & Research Council (PERC) will help supplement our survey findings and maximize benchmarking abilities to assist companies in planning for the future.

Please complete this year's survey with information from your company's April 1, 2022 – March 31, 2023 results.

Submission Deadline: June 27, 2023

TAKE THE SURVEY NOW



Upcoming Events

We are pleased to announce our participation at the following 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

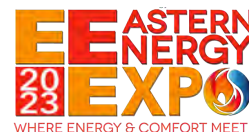
Presenters: Marty Kirshner, CPA, MSA, Partner, Gray, Gray & Gray, LLP; Philip Baratz, CEO & Co-Founder, Angus Energy

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.

Experience a Sage Intacct Demo & Earn a Cool Hat! Gray, Gray & Gray Partner, Bill Constantopoulos, will be at our booth hosting live 30-minute demos of Sage Intacct, the powerful cloud-based ERP solution that allows you complete access to mission critical financial information - with real time data available anywhere at any time. **Advance registration is strongly encouraged.** Plus, each person who schedules and attends a demo will receive a Gray, Gray & Gray branded hat of your choice (*limit one per person, while supplies last*).

SCHEDULE YOUR SAGE INTACCT DEMO AT THE NPGA EXPO

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.

The NEFI HEAT Show

June 20-23, 2023

MassMutual Center, Springfield, MA



Be sure to visit Gray, Gray & Gray's booth (#406) at this year's expo. We will also be co-presenting the following session:

Build a Better Relationship with Your Banker by Knowing the Value of Your Company

Thursday, June 22, 2023, 1:15 pm - 2:15 pm

Presenters: Marty Kirshner, CPA, MSA, Partner, Gray, Gray & Gray, LLP; Steve Abbate, Managing Director, Cetane Associates

In this seminar you will learn what you can do to make sure your banker remains committed to your business. We'll discuss how and why successful energy leaders make the banking relationship a cornerstone of their management strategy. You'll leave this presentation with a better understanding of how a banking relationship should work, with concrete actions for better communications with your bankers at a critical time, along with a series of steps you can take to improve the value of your business for financing purposes.

Watch for more information on additional events coming soon!



Recording Available! Top Cyber Threats in 2023 Webinar

In case you missed our recent webinar or would like a refresher on the information shared, **you can now access the recording online.**



In this webinar recording, Gray, Gray & Gray's cybersecurity expert Nathaniel Gravel and Partner & COO Hank Wolfson spotlight the most pressing dangers to your data and network. This discussion includes 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. [Access our webinar recording today](#) to learn how you can protect your company from cyber threats. We encourage you to share this recording with others at your organization for maximum impact!

[ACCESS RECORDING](#)



Phillips Fuel: A Personal Touch

Rhyle & Gary Stull, the third generation of a home heating family business in northeastern

Pennsylvania, had considered selling the company on several occasions. But it was an encounter with Gray, Gray & Gray and our FuelExchange™ merger & acquisition service that finally convinced them it was the right time.

PHILLIPS FUEL, INC.

What put the Stulls at ease was the methodical, yet thoughtful and considerate approach that is part of every FuelExchange™ engagement. "Aside from the huge skill set in negotiation, financing and valuation, it really came down to the personal touch that GGG offered," says Rhyle. "Marty was so easy to get in touch with, answered our questions completely, and calmed us down when we were having 'one of those days.'"

LEARN MORE

:FuelExchange™

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Oil & Energy Magazine features "The Value of Professional Advisors" article By Gray, Gray & Gray's Marty Kirshner & Bryan Pearce



Smaller companies can benefit from Boards of Directors

Being the CEO of an energy business can be a lonely job. Like many other types of vertical business segments, the energy industry has grown rapidly in complexity while simultaneously compressing the time allowed for making decisions. Running a successful propane or fuel oil company requires an organized and intentional approach to remaining sustainably profitable.

READ THE FULL ARTICLE

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Christopher Doyle Joins Gray, Gray & Gray as Director of Client Accounting & Advisory Services

Gray, Gray & Gray, LLP has announced that [Christopher M. Doyle, MBA](#) has been named Director of the firm's Outsourced Client Accounting & Advisory Services (CAAS) practice. Doyle will direct a multi-disciplinary team of consultants, accountants, and technology professionals who serve the needs of start-ups and emerging businesses.

Doyle's experience in all aspects of corporate finance and his role in establishing a platform for growth are distinct advantages for clients who leverage the broad scope of CAAS services offered by Gray, Gray & Gray. Whether it is a short term project or extended partnership, the CAAS team drives success through the firm's Power of More® approach – a balance of financial management, strategic planning, and business advisory that is customized for each client's specific goals and objectives.



[READ THE FULL PRESS RELEASE](#)



Butane-Propane News features "2023 Tax Tips for Propane Dealers" article by Marty Kirshner & Joe Ciccarello



By now, you should have submitted your 2022 tax year documents for preparation and filing (and your tax accountant has already asked for an extension until October, a widespread practice across many industries). But taxes cannot be a part-time focus for you. The time to prepare for next year's taxes is right now. Here

are several steps you can take during the remainder of 2023 to make sure you maximize tax savings while remaining in compliance with tax laws and regulations.

[READ THE FULL ARTICLE](#)



Client Spotlight on The Castle Group Celebrating Women-Owned Businesses

We had the privilege of sitting down with Wendy Spivak and Sandy Lish, Principals/Co-Founders of The Castle Group, to hear their inspiring business journey! Special thanks to Wendy and Sandy for sharing the why behind The Castle Group, how they've navigated growing a robust business over the last two decades (hint: a culture of support, trust and collaboration are key!), and their words of advice for other women. Watch it now below!




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

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