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June 2023 Issue

## 3 Weeks Left! Participate in Gray, Gray & Gray's Annual Energy & Propane Industry Survey

If you haven't already, please [take our streamlined 32nd annual Energy Industry Survey](#), which continues to provide companies like yours with key benchmarking data for their present and future success. 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.



**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.

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.

*Need to gather your company's information prior to filling out the online survey?*

**[CLICK HERE](#) to view a PDF of the survey questions in advance.** Please note that page titles within the document coincide with each type of company (oil, propane, both).

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

**Don't Miss Out! Submission Deadline is This Month: June 27, 2023**

**TAKE THE SURVEY NOW**

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Announcing the newest company in the  
Gray, Gray & Gray family of companies...  
**Gray Strategic Partners, LLC Launches  
to Serve M&A Market**



We are pleased to announce that Gray Strategic Partners, LLC, a new boutique investment banking firm, has launched operations in Canton, Mass., with a focus on delivering comprehensive, end-to-end financial and strategic advisory services related to buying and selling businesses, mergers, joint ventures, strategic alliances and other business combinations.

For additional information about Gray Strategic Partners, LLC visit [www.graystrategicpartners.com](http://www.graystrategicpartners.com)

**READ THE FULL PRESS RELEASE**

*Securities Products and Investment Banking Services are offered through [BA Securities, LLC](#). Member [FINRA](#) [SIPC](#). Gray Strategic Partners, LLC and BA Securities, LLC are separate, unaffiliated entities.*

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**Oil & Energy Magazine features "Good Help  
Doesn't Need to be Hard to Find" article  
By Gray, Gray & Gray's Marty Kirshner & Joe Ciccarello**

**Hiring & Retaining Delivery Drivers and Service Technicians**

A big challenge faced by energy dealers is hiring and retaining delivery drivers and service technicians. This article will provide tips to help you attract new workers and hang onto the people you have.



READ THE FULL ARTICLE

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## Gray, Gray & Gray featured in the *LPGas Magazine* May Issue



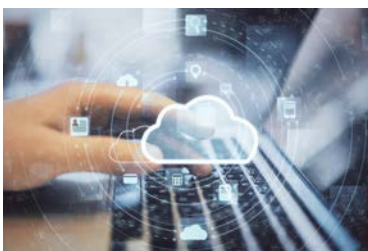
We are proud to be featured in the LP Gas Magazine May Issue!

Check out page 34 [HERE](#) for some mergers and acquisitions insight from Gray, Gray & Gray Partners Marty Kirshner and Joe Ciccarello. Plus, our very own Summit Success Story is featured on page 40 [HERE](#)!

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## Baseline Security Measures for Cloud Environments



Securing cloud-based data must be a top priority for organizations that increasingly rely on cloud services for their daily operations. The rapid growth of cloud computing and the vast amount of sensitive information stored in these environments make it crucial to implement robust security measures to protect your organization's valuable assets.

In this article, we will delve into the complex landscape of cloud security solutions, discussing various types available and highlighting their benefits and challenges. We will also provide guidance on implementing a secure cloud environment by establishing access controls, monitoring network activity, and utilizing encryption techniques along with multi-factor authentication.

READ THE FULL ARTICLE

# Gray, Gray & Gray featured in the *Butane-Propane News* May Issue

BPN's May issue was recently published, highlighting both our annual energy & propane industry survey, and a profile on Gray, Gray & Gray's Energy Practice Group Partner, Marty Kirshner.

Read the full announcement for our 2023 industry survey [HERE](#).

Check out Marty's profile [HERE](#).



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## Upcoming Events

We are pleased to announce our participation at the following event.

### **The NEFI HEAT Show**

**June 20-22, 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!

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

**SUBSCRIBE**

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