



October 2023 Issue

Gray, Gray & Gray's 2023 Energy & Propane Industry Survey Results in the News

Gray, Gray & Gray has released the results of the firm's annual energy & propane industry survey. This survey helps to establish the most up-to-date industry benchmarks and the standards by which company performance is measured. The results are based on reported operational and financial data for the heating season stretching from April 2022 through March 2023, including additional research from Angus Energy and guidance from the Propane Education & Research Council (PERC).

Special thank you to LPGas Magazine, Oil & Energy Online, and Butane-Propane News (BPN) for highlighting our survey results and helping to spread awareness about this important industry data.

LPGas

Read the LPGas Magazine feature [HERE](#).

OIL&ENERGY
OILHEAT • PROPANE
DIESEL • BIOFUEL • HVAC **ONLINE**

Read the Oil & Energy Online feature [HERE](#).

We invite you to download the complete results online today and compare these "industry average" results with the performance of your own business.

<p>Gray, Gray & Gray</p>  <p>2023 ENERGY SURVEY</p> <p>2023 ENERGY SURVEY RESULTS</p>	<p>Gray, Gray & Gray</p>  <p>2023 PROPANE SURVEY</p> <p>2023 PROPANE SURVEY RESULTS</p>
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For additional information or help in using the survey results to measure your company's performance, please contact Gray, Gray & Gray's Energy team at (781) 407-0300.



Registration Now Open!

Gray, Gray & Gray's 2023 Year End Planning Seminar

We are pleased to announce this year's seminar, Power Up: How to Thrive in 2024.

Tuesday, December 5th, 2023

In Person: Gray, Gray & Gray's Canton Office

8:00 am - 9:00 am: *Registration and Networking Breakfast*

9:00 am - 12:00 pm: *Seminar*



What challenges will business leaders face in 2024, and how can they prepare to meet them? Find out at Gray, Gray & Gray's annual Year End Planning Seminar. Learn what lies ahead on the economic front, how to plan for more changes in your corporate and personal taxes, and why the M&A market is set to heat up again. Plus you'll hear directly from successful business owners what strategies they are using to navigate their companies through tumultuous times.

LEARN MORE & REGISTER



Upcoming Energy Webinar

Webinar - Pennsylvania Petroleum Association (PPA)
October 3, 2023, 9:00 am - 10:00 am EDT
Virtual



How Energy Marketers are Meeting Today's Challenges

Calling on data generated from Gray, Gray & Gray's 2023 Energy Industry Survey, nationally recognized management advisor Marty Kirshner will address the most pressing issues facing energy businesses, the impact they are having on dealers, and how successful leaders are helping their companies thrive despite the headwinds. [Learn more and register HERE.](#)

Gray, Gray & Gray Runners Complete 19th Annual Canton Road Race

A team of competitors from Gray, Gray & Gray participated in the 19th annual Canton Road Race on Sunday, September 24, 2023. Nearly 400 runners competed in events including 5K and 10K distances, with a corporate challenge and a kids' 1-mile fun run, plus a post-race food feast and gathering. Gray, Gray & Gray also donated \$1,000 in support of the race sponsor, the Canton Association of Business and Industry Charitable Foundation.



[READ THE FULL PRESS RELEASE](#)

Oil & Energy Magazine features
"Is Process Automation the Key to Higher
Efficiency and Better Margins?" article

By Gray, Gray & Gray's Marty Kirshner & Joe Ciccarello

A more efficient company is a more profitable company

As your energy business grows and expands, it is exponentially more important to maximize efficiency and productivity by automating processes. Streamlining manual tasks and optimizing workflows through process

automation is the best way to ensure your company can continue to grow without overwhelming infrastructure and personnel demands. And let's not forget, a more efficient company is typically a more profitable company.



[READ THE FULL ARTICLE](#)

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BREAKING NEWS: IRS orders immediate pause on new Employee Retention Credit processing

The IRS has announced that to protect honest small business owners from scams it is putting an immediate hold on new Employee Retention Credit (ERC) processing. This decision is a result of the recent surge of questionable claims.

According to the recent IRS News Release, "IRS Commissioner Danny Werfel ordered the immediate moratorium, beginning today, to run through at least Dec. 31 following growing concerns inside the tax agency, from tax professionals as well as media reports that a substantial share of new claims from the aging program are ineligible and increasingly putting businesses at financial risk by being pressured and scammed by aggressive promoters and marketing."



[LEARN MORE](#)

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Announcing New Gray, Gray & Gray Team Members

We are pleased to welcome the following new team members to the firm!



Jacob Antonitis
Audit
Staff Accountant



Michael Broomstein
Tax
Staff Accountant



Pamela Holmes
CAAS
Director



Patrick Mullenger
Sage Intacct & Advisory
Consultant



Logan Scarlotta
Audit
Staff Accountant



Elaine Solorin
CAAS
Intern



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