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## Fueling Your Future

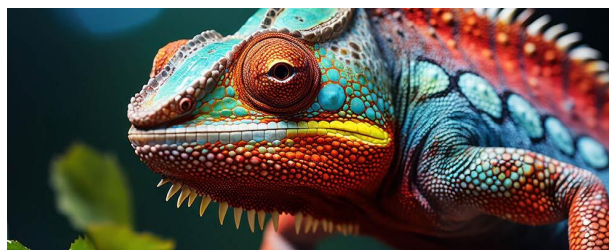
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December 2023 Issue

### *Butane-Propane News* features "4 Tips for Building a Thriving Company in a Changing Business Landscape" article By Gray, Gray & Gray's Marty Kirshner

*Build your propane company for the future*

In the rapidly changing business environment in which we are all operating, it is crucial for propane companies to not only adapt to the current market conditions but to also prepare for the future. Building a



business that will be viable and successful for many years to come involves strategic planning, innovation and a strong focus on resiliency. At the same time, a company must also strive to arrive at that future by staying relevant, competitive and adaptable. How can a propane business leader focus their energy and attention on building a company that will thrive in the future?

[READ THE FULL ARTICLE](#)

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## Thanks for Attending Our Year End Planning Seminar!

We appreciate everyone who attended our Year End Planning Seminar on December 5th! We look forward to what 2024 brings, and hope you can take advantage of the many insights shared during the seminar for a successful year ahead. Special thanks to all of our presenters, moderator and panelists - including our keynote speaker, [Eric Mason](#) of the City of Quincy, [Kelly Berardi](#), [Brad Carlson](#), [Derek Rawls](#), [Bryan Pearce](#), [Jim DeLeo](#), [Rich Frizzell](#), [Justin Klunder](#), [Stephen Rusch](#), and our client panelists, [Catherine Erasmus](#) of Taylor Energy, [David Model](#) of Triton Systems, Inc., and [Enzo Scalora](#) of Scalora Consulting Group - for sharing their knowledge.



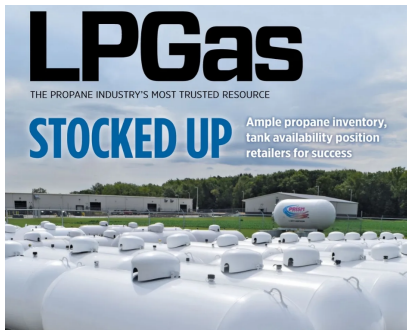
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## Gray, Gray & Gray featured in LP Gas Magazine November Issue

We are pleased to announce that Marty Kirshner has been featured as a guest columnist in the article, "Build a better banking relationship".



By fostering a strong connection with a banker, a propane company owner gains access to valuable financial resources, improves creditworthiness and benefits from tailored advice to navigate various financial and business challenges. What can you do to enhance your relationship with your banker?

[READ THE FULL ARTICLE](#)



## Webinar Recording Available! Protect your business against impersonation & phishing attacks

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

Are you worried about cybercriminals using your brand to impersonate your employees and steal sensitive information? You're not alone. In today's digital age, it's easier than ever for fraudsters to mimic the look and feel of your company's emails, making it difficult for recipients to spot the difference. But don't let that scare you. You have the power to protect your business from devastating cyber-attacks like deposit fraud, ransomware, identity theft, and even reputation damage.

Watch this webinar with industry experts Bobby Garrett of Gray, Gray & Gray and Kieran Frost of Sendmarc to learn how to safeguard your brand from cybercriminals. Take control of your digital security.



[ACCESS THE RECORDING](#)



## Service Spotlight Outsourced Accounting & Advisory Services

Gray, Gray & Gray's suite of service offerings is based on our clients' needs and in alignment with our mission of being your complete and trusted business advisor. It is important to us that you are aware of all the services available to you, particularly as your business evolves and your needs change. With this in mind, we are pleased to introduce our latest "Service Spotlight" – Outsourced Accounting & Advisory Services!



## 7 Ways Outsourcing Your Accounting & Business Office Functions Can Unleash Efficiency

Small and medium-sized enterprises (SMEs) looking to sustain growth face a multitude of challenges, from navigating complex financial regulations to keeping up with the ever-evolving technological landscape. Business owners can find themselves overburdened by administrative tasks, particularly in the areas of accounting and functional business advisory services. This article highlights seven ways outsourcing these functions can empower SMEs to achieve their full potential.

[READ THE FULL ARTICLE](#)

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## Massachusetts Shifts to Single-Sales-Factor Apportionment

When Governor Maura Healey signed House Bill 4104 into law in early October, it marked a significant shift in Massachusetts' corporate tax landscape. The new law, which becomes effective on January 1, 2025, replaces the traditional three-factor apportionment formula with a single-sales-factor apportionment approach for all corporations, including financial institutions. This change is expected to have a substantial impact on how businesses calculate their Massachusetts corporate excise tax liability.



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