



February 2024 Issue

## Your Feedback Matters! Submit Your Question Suggestions for Our 2024 Annual Energy & Propane Industry Survey

**Our 33rd annual survey is coming soon and we want to hear your question suggestions!**

At Gray, Gray & Gray, we are committed to bringing you key information to fuel your success, including our annual industry survey which provides vital information on fuel oil and propane industry standards of performance. For over three decades, your participation in our survey has been critical for developing a "snapshot" of the retail oil and propane industry. Help us help you! Provide your question suggestions today to assist us in building a thoughtful industry survey, establishing industry benchmarks and the standards by which company performance is measured.



Please email your suggestions to us at [info@gggllp.com](mailto:info@gggllp.com) by February 16th.

[SUBMIT QUESTION SUGGESTIONS](#)

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## *Butane-Propane News* features "Ramping Up Financial Operations to Avoid Growing Pains in Your Propane Business" article by Marty Kirshner

The trajectory of a business is seldom linear. There are stages of growth, plateaus and sometimes declines. Scaling a propane business, particularly its financial operations, can be a make-or-break endeavor. I have seen many organizations struggle with the growing pains associated with expansion. The



financial infrastructure that supported a business in its infancy or during its early growth phase often becomes insufficient as the scale of operations expands. To mitigate these growing pains, companies must proactively scale their financial operations to ensure the business remains agile, healthy and poised for continued growth.

[READ THE FULL ARTICLE](#)

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## Justin Klunder Named CEO at Gray Private Wealth, LLC



We are elated to announce that Justin Klunder, CFA has been promoted to Chief Executive Officer (CEO). He had previously served as the firm's Partner and Chief Investment Officer, a role in which he will continue.

"While the investment industry is experiencing a period of great uncertainty coupled with unique challenges, there is also an abundance of opportunities, and our firm is in an excellent place to navigate the environment and deliver for our clients" said Klunder.

Thank you to LP Gas Magazine for highlighting this exciting news!

[READ THE FULL FEATURE](#)

*Personal wealth services are provided by Gray Private Wealth.*

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## Announcing the Smart Business Dealmakers Boston Conference on March 7th

The Smart Business Dealmakers Conference connects thousands of local dealmakers - from middle-market CEOs to top investors and lenders to leading M&A advisers. With sessions ranging from raising capital to buying and selling companies to alternative asset investing, this conference covers the breadth of the M&A landscape.



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:

### Preparing Your Company for Sale

Presented by: Gray, Gray & Gray / CMBG3 Law  
11:00-11:40am

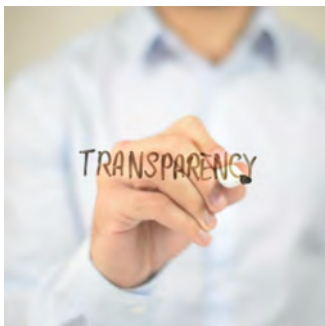
Unlock the secrets to a successful company sale as two M&A advisors, a Private Equity leader, and a former business owner reveal essential insights to getting your house in order. You'll learn about effective sell-side strategy and why preparation can be the difference-maker in effectively reaching the close.

Click [here](#) to view the full event agenda and be sure to register below. Use promo code **GRAY150** to save \$150 off registration.

[REGISTER HERE](#)

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## What You Need to Know About the Corporate Transparency Act and BOI Reporting



The Corporate Transparency Act (CTA) represents a significant step toward curbing financial crime and enhancing national security by lifting the veil of secrecy shrouding U.S. company ownership. Among other aspects of the law, Beneficial Ownership Information (BOI) reporting requirements will empower law enforcement and foster a more transparent business environment.

[LEARN MORE](#)

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## Gray, Gray & Gray Team Member Promotions Featured in Industry Publications

We are pleased to announce the following Gray, Gray & Gray team member promotions. Congratulations on your well-deserved promotions and thank you for leading by example with your dedication to doing MORE for clients and fellow team members. Thank you to [LPGas Magazine](#) and [Butane-Propane News](#) for the features!



**Kerin Coleman**  
Tax  
Senior Staff Accountant



**Todd Donatello**  
Sage Intacct & Advisory  
Senior Manager



**Linette Gonzalez**  
HR  
Total Rewards & Compliance Manager



**Alex Hollenbeck**  
Tax  
Senior Staff Accountant



**Rita Senier-Coletti**  
HR  
Talent Acquisition & Culture Specialist



**Sofia Sowden**  
CAAS  
Senior Staff Accountant

Company headshots  
by David Shopper

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## U.S. House Passes Act to Extend R&D Tax Credits



On January 31st, the U.S. House of Representatives passed the Relief for American Families & Workers Act of 2024, which includes significant changes to Section 174 Research and Development (R&D) expensing rules, enhancements to the Child Tax Credit, and restoration of several other business friendly provisions. The bi-partisan agreement still needs to be finalized and passed by the Senate, then go to the White House for the President's signature.

[LEARN MORE](#)

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