



March 2024 Issue

## COMING SOON!

### Gray, Gray & Gray's 33rd Annual Energy Industry Survey

For over three decades, Gray, Gray & Gray has been committed to identifying best practices and measuring company performance through our annual survey. We are pleased to announce our continued focus on streamlining and enhancing the survey experience and are looking forward to bringing you the 2024 edition, providing you with more valuable benchmarking data for your present and future success.



*Please watch your inbox for this year's survey coming soon!*



## Gray, Gray, & Gray Ranked Among Top Massachusetts Accounting Firms by Boston Business Journal



We are elated to announce that Gray, Gray & Gray has been ranked as the 17th largest accounting firm in Massachusetts by the Boston Business Journal, up two spots from the previous year's position. The publication's annual rankings are based on the size of the firm's professional staff in the state and include both independent firms and regional offices of large national accounting firms.

[READ THE FULL PRESS RELEASE](#)



## Oil & Energy Magazine features "Capital Allocation Strategies for Sustained Growth in an Energy Business" article by Marty Kirshner

*Four ways to increase profits and market share*

Capital allocation is the process of deciding how to allocate a company's resources to maximize their impact and value. It is one of the most important decisions that a company's management team will make. For a heating oil and propane business, there are a number of different capital allocation strategies that can be used to help achieve sustained growth.



[READ THE FULL ARTICLE](#)



## LAST CHANCE TO REGISTER! 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 (11:00-11:40am)

Moderator: [Jim DeLeo](#), Leading Partner, Gray, Gray & Gray

Panelists: [Mark Abare](#), Former Owner, President & CEO, Plastics Distributors and Fabricators, Inc.; [Rufus Clark](#), Co-Founder & Managing Partner, Bunker Hill Capital; [John Gardella](#), Shareholder, CMBG3 Law

*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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## Upcoming Events

We are pleased to announce our participation at the following spring events.

**New York Propane Gas Association Spring Conference**  
**March 18-19, 2024**  
Desmond Hotel, Albany, NY



Be sure to visit Gray, Gray & Gray's tabletop at this year's spring conference.

**NPGA Southeastern Convention & International Propane Expo**  
**April 5 - 7, 2024**  
Charlotte Convention Center, Charlotte, NC



Be sure to visit Gray, Gray & Gray's booth (#731) at this year's expo. We will also be co-presenting the following session:

### **National Propane Survey: A Roadmap for Operational Success**

Friday, April 5, 2024, 12:30 pm - 1:45 pm

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

Back by popular demand for the 3rd year in a row! Based on the results from our broadest and deepest national propane survey ever, you'll learn what your peers are doing to successfully navigate the tumultuous market, from hiring strategies, to operational numbers,

to their approach to the red-hot M&A market. Industry experts Marty Kirshner and Phil Baratz will explore the current state of the industry and provide a look at what propane marketers are doing to meet the most pressing challenges facing them today, and how they are preparing for the future.

**Eastern Energy Expo**  
**May 19 - 22, 2024**  
Mohegan Sun, Uncasville, CT



Be sure to visit Gray, Gray & Gray's booth (#720) at this year's expo. We will also be presenting the following session:

**What strategic planning actually means: how to create a successful game plan for business growth in the next 2-5 years**

Presenters: *Marty Kirshner, CPA, MSA, Partner, Gray, Gray & Gray, LLP; Bryan Pearce, Director, Gray, Gray & Gray, LLP*

There's a lot of buzz around "Strategic Planning" – but many don't understand what it actually entails (you're not alone!). In this session, Bryan Pearce, Gray, Gray & Gray's Director of Strategic Planning, who has walked countless clients through the process and written books on the subject, will share the critical ingredients of how to build an actionable plan for strategic growth.

Marty Kirshner, Gray, Gray & Gray's Partner & Head of the Energy Practice, will provide insights from his experiences working with some of the most successful leaders in the industry – from a review of incentive-laden models to recruiting, retaining and rewarding employees within an organization. He will help you better understand why and how to get key employees to grab a seat on the bus today and get them in a position to help drive that bus five years from now.

**Northern New England Energy Conference**  
**June 17-19, 2024**  
Harborside Hotel and Marina, Bar Harbor, ME



We are pleased to be attending and exhibiting at this year's conference.

Watch for more information on additional events coming soon!



## Important Tax Deadlines for the 2023 Tax Year



Individuals and businesses need be aware of upcoming deadlines for filing taxes and submitting various forms. Staying informed and prepared will help ensure compliance with the IRS requirements and avoid potential penalties. Click below for the key deadlines for the 2023 tax year that you need to mark on your calendar.

[LEARN MORE](#)



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