



May 2024 Issue

DID YOU KNOW? Gray, Gray & Gray's Annual Energy & Propane Industry Survey is Now Open!

Have you taken our [33rd annual Energy Industry Survey](#)? We are pleased to continue providing companies like yours with key benchmarking data for their present and future success.



This year's more efficient survey experience should enable you to complete it in just 15-30 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 a greater focus on two important and timely topics - workforce development and key business concerns, such as electrification.

As always, **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.

This Year's Survey In Partnership With:



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.



Our continued 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.

Please complete this year's survey with information from your company's April 1, 2023 - March 31, 2024 results.

Submission Deadline: June 25, 2024

[CLICK HERE TO TAKE THE SURVEY NOW](#)



Oil & Energy Magazine features "The Imperative of Cloud-Based Data Security?" article By Gray, Gray & Gray's Marty Kirshner & Nate Gravel



Cloud-based solutions offer greater security, scalability, and access than traditional data management

In the dynamic and ever-evolving world of energy distribution, heating oil and propane companies play a pivotal role in ensuring a steady supply of fuel to homes and businesses across the nation. However, as our reliance on technology deepens, so does the risk of cyberattacks, threatening the operational efficiency, financial stability, and customer trust upon which retail energy enterprises depend.

[READ THE FULL ARTICLE](#)



Intuit Pushes QuickBooks Online Subscriptions

Intuit is shaking things up with its flagship product, QuickBooks. The company is making significant changes to its accounting software, pushing users towards the cloud-based QuickBooks Online and phasing out ownership options for the Desktop version. This shift

has left many small and mid-sized business owners wondering what the future holds for their finances and if there are viable alternatives.



[READ THE FULL ARTICLE](#)



Gray, Gray & Gray featured in Butane-Propane News April Issue



We are pleased to announce that Marty Kirshner has been featured in the April issue with the article, "Building Resiliency in Your Propane Company".

From navigating the complexities of changing energy regulations to adapting to shifting consumer demographics, propane businesses

must constantly adapt and innovate to remain competitive and resilient. Additionally, the ever-present threat of cyberattacks poses a significant risk to operations, requiring businesses to adopt robust cybersecurity measures to protect sensitive data and critical infrastructure. The key to survival is building resiliency into the business, enabling it to thrive amidst change and upheaval.

[READ THE FULL ARTICLE](#)



Calculating Retirement: The Importance of a Detailed Plan

"Will I have enough?" It's an important question to ask when thinking about retirement. Coming up with a realistic assessment of whether your savings will be sufficient to cover your spending needs during retirement is a complex exercise. First, it requires you to look into the future and estimate post-retirement expenses. Then it requires a prediction of the rate of growth of your retirement savings during your retirement years.



READ THE FULL ARTICLE



Upcoming Event

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

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 co-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; Bruce Spiridonoff, Chief Operating Officer, Tevis Energy*

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.

Watch for more information on additional events coming soon!



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

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