



Designing & Building Your Future

A Blueprint for
Growth & Profitability.



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High Profile features "How to Hunker Down Ahead of the Coming Construction Lull" article by Gray, Gray & Gray's Derrick Rebello and Brad Carlson

As the U.S. real estate and construction market faces a potential slowdown, owners, general managers, and chief financial officers of construction companies must prepare for the challenges that lie ahead. In just one example, the 2024 annual report of the Boston Planning & Development Agency reported that 2023 construction hours worked in Boston development projects were 14.4% lower than 2021 and 32.9% below 2019 levels, while non-residential construction start permits slowed down in 2023, dropping to just above the number of permits in 2021.



With fewer opportunities for construction projects on the horizon, it's crucial to implement strategies that will help your company navigate through this period of slower growth. In this article, we'll discuss how to tighten financial controls, manage cash flow, and preserve capital to ensure your company's survival and long-term success.

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Bitcoin: Increasingly Popular, But Proceed With Caution



Interest in cryptocurrencies is once again rising as a result of recent regulatory actions and the record high price achieved by the most popular cryptocurrency, Bitcoin. A longstanding debate continues, however: Can Bitcoin and other cryptocurrencies play a role as alternative forms of currency, worthy of investment? Or are they merely financial products subject to high levels of price volatility and speculation?

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Contracting Business features "When to Start Worrying About Your Backlog" article by Gray, Gray & Gray's Derrick Rebello and Brad Carlson

As the owner or manager of an HVAC, plumbing or construction subcontractor, your backlog is a crucial indicator of your business's health and future prospects. A healthy backlog ensures a steady flow of work and revenue, allowing you to plan and allocate resources effectively. However, when you notice a drop in your upcoming or planned projects, it's essential to pay attention and take action to prevent a potential downturn in your business. Let's examine the key financial statistics and markers that can help you identify when it's time to start worrying about your backlog and what steps you can take to mitigate the risks.



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Competition: The Best Way to Sell Your Business

Selling a company is a complex process. It tends to be a multidisciplinary effort that requires expertise in mergers & acquisitions (M&A), finance, law, tax and accounting, and other areas. Pre-transaction planning is critical, as is post-transaction wealth management. Since most



business owners sell only once in a lifetime, it is virtually impossible for a business owner to have knowledge of all the areas required to successfully sell a business for maximum value and optimal terms. This is where an investment banker can be helpful.

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